

for all business in ISRAEL

AVIA Swiss Quartz

FINANCIAL TIMES

PUBLISHED IN LONDON AND FRANKFURT

Tuesday January 5 1982

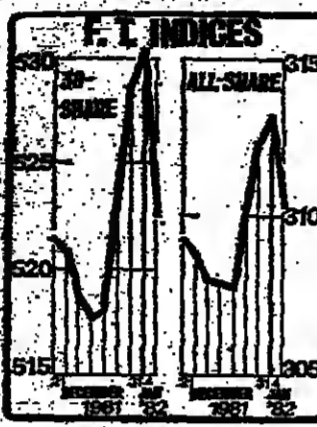
حکومت الرشيد

AUTOMATE to ACCUMULATE VAUGHAN ASSOCIATES LIMITED

NEW SUMMARY

GENERAL Rising floodwater claims three lives

Business Equities off 8.1; \$4 1/2 fall for gold



Penlee offer Attorney-General Sir Michael Havers...

Cheap fares fight London Transport unions are to launch a campaign...

Alliance in talks The SDP's Bill Rodgers and Liberal leader David Steel...

RUC chief in row Ulster police federation chairman Alan Wright...

Ghana arrests Ghana's new military rulers arrested former president Hilla Limann...

Rail strikers held Zimbabwe police arrested more than 240 trainmen...

Sudan clampdown Twenty-one prominent southern Sudanese politicians...

Toll shortfall Toll revenue on the Humber Bridge...

Tehran blast A bomb explosion in a residential area of central Tehran...

Mideast review Washington is reported to be reviewing its Middle East policy...

Leadership switch Greece's socialist government made sweeping changes...

Kendall move Former BBC news reader Kenneth Kendall is to present a news series...

Briefly The Queen's physician, Sir Richard Bayliss...

CHIEF PRICE CHANGES YESTERDAY (Prices in pence unless otherwise indicated)

Table of price changes for various commodities and currencies

EEC warns Poland's regime of possible economic sanctions

THE EUROPEAN Community yesterday accused the Polish military regime of 'violations of the most elementary human and citizen's rights'...

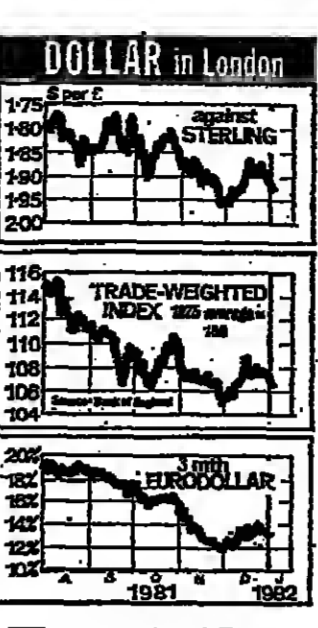
'No place for independent Solidarity' warning

POLAND'S Solidarity trade union will not be allowed to continue as an independent, self-governing movement...

Private steel decisions soon

BIG DECISIONS on private steel industry restructuring will emerge around Easter...

Table of contents for the newspaper

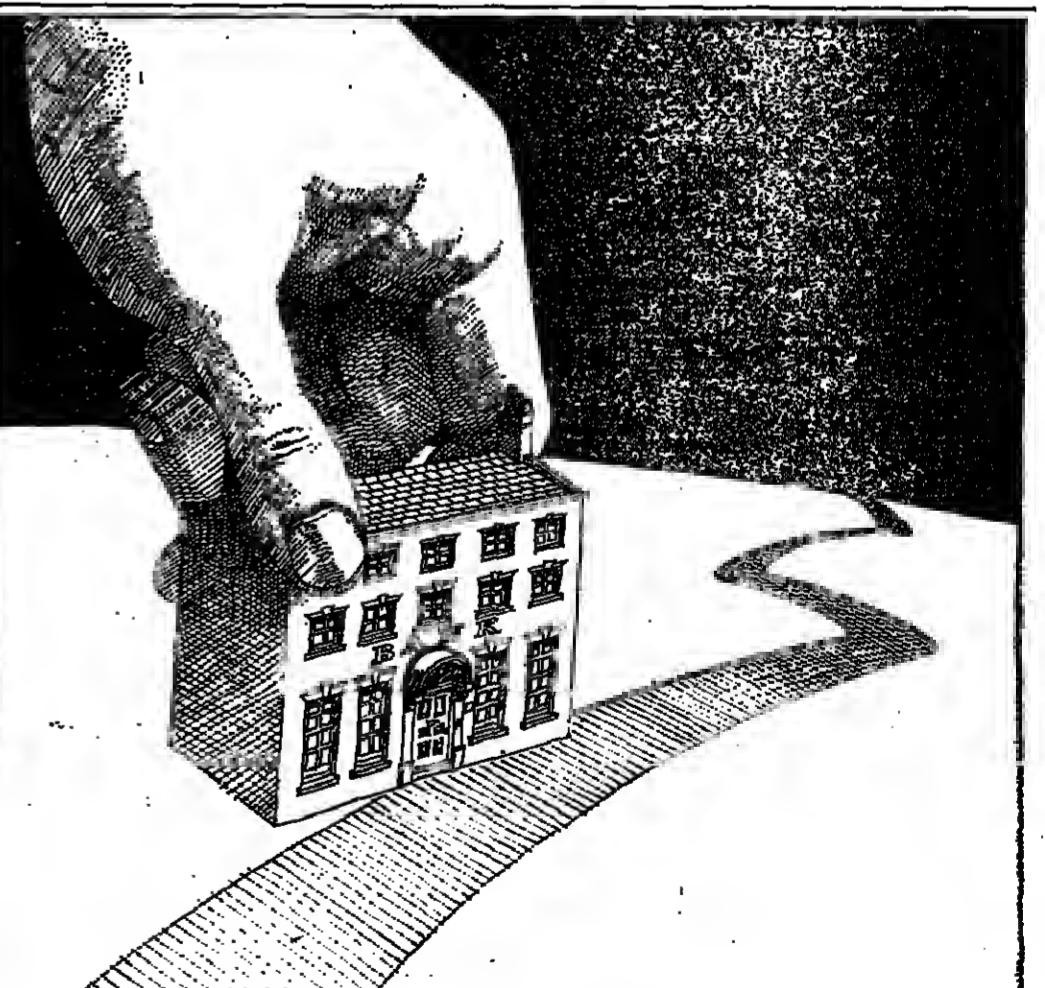


Eurodollar rates push \$ down

LOWER Eurodollar interest rates pushed the dollar down on European foreign exchanges...

Strike to hit Halewood as workers defy leaders

TEN THOUSAND body and assembly plant workers at Ford's Halewood factory...



THE CITY CAN BE A VERY LONELY PLACE. Richard Ellis CHARTERED SURVEYORS

Suharto risks wrath of electors by raising fuel prices

By Richard Cowper in Jakarta

IN A PRE-BUDGET move designed to boost Government expenditure on development and to reduce the growing outlay on subsidies, Indonesia has increased the domestic prices of fuel products by more than 60 per cent. This is the first increase in domestic fuel prices since May 1980.

The change was announced by Professor Suharto, Minister for Mines and Energy, just two days before President Suharto is due to present his draft budget for the coming year. The increase is expected to save the Government more than \$1.5bn (£785m) in the 1982-83 financial year.

The saving should enable the Government to increase the level of spending on development programmes in education, agriculture and infrastructure although revenues seem unlikely to rise because of falling demand for Indonesia's commodity exports and stagnant oil prices.

Indonesia is Asia's largest exporter of oil and natural gas. Petroleum accounts for over 70 per cent of Government income.

President Suharto's decision to increase local fuel prices four months before the general election in May in which he is

seeking a fourth term came as a surprise to many observers. Some saw it as a bold move and others as foolhardy.

The President said last year that the Government had no intention of announcing any such increase during the 1981-82 financial year and many of his political advisers are understood to have argued against it because of the electoral implications.

Kerosene, which accounts for the largest part of the subsidy on domestic oil products, is with rice, regarded as a most politically-sensitive commodity because it is the cooking and lighting fuel used by most of Indonesia's 155m people.

Domestic fuel products remain heavily subsidised, however. Kerosene is now being sold at about a third of the international price while most other products, with the exception of petrol, are sold at about half the international price.

Provided there is no major increase in the international price of oil during 1982-83, the Indonesian Government will still be subsidising the public by about \$1.5bn. Had there been no increase in domestic fuel prices the subsidy would have been over \$3bn.

Difficult by-election test for Fraser Government

By Colin Chapman in Sydney

SIR WILLIAM McMahon, a former Australian Prime Minister and a senior member of the Menzies, Holt and Gorton Cabinets, announced yesterday he was retiring from Parliament.

He has resigned his Sydney suburban seat of Lowe and his decision faces Mr Malcolm Fraser's Government with a difficult by-election which it may well lose to Labor.

Sir William, who will be 74 next month, said he was leaving Parliament because he did not want "another lost year". He said he didn't like "the atmosphere in Canberra". Sir William added that the Government's last budget in August

was based on "wrong figures and wrong assumptions". This was a reference to proposed increases in sales taxes, which have twice been rejected by the Senate and which may well cause the Government to lose the by-election scheduled for March 13.

Before then, Mr Fraser will have to decide whether to drop the proposed taxes or face the prospect of losing both the by-election and seeing his measures defeated once again in the Senate.

Sir William served as Treasurer in both the Holt and Gorton Governments. He was Prime Minister from March, 1971, until December, 1972.

'Fastest growth' forecast for Asia

By Kathryn Davies in Singapore

ASIA will be one of the fastest growing areas in the world in 1982, with developing economies outstripping the economic performance of all other regions.

A report by the Chemical Bank of New York on the expected progress of 13 developing countries and three members of the Organisation for Economic Co-operation and Development—Japan, Australia and New Zealand—notes that Asia as a whole will contribute an additional \$90bn (£47bn) to world gross national product this year—three times as much as the contributions of North America and Europe combined.

Even developing Asian countries by themselves, contributing an additional \$45bn, will surpass the performance of the U.S., Canada and Europe.

The 16 countries covered by the bank include China, Taiwan, Pakistan and the five members of the Association of South-East Asian Nations (Asean)—Thailand, the Philippines, Singapore, Malaysia and Indonesia. Noting that China's real growth rate fell substantially last year as a result of Peking's efforts to "readjust" its economic priorities, Mr Eric Rasmussen, Chemical Bank's Singapore-based regional economist, expects a moderate improvement this year, with the agricultural sector growing by between 2.5 per cent to 3 per cent and industrial output by around 6 per cent, compared with 3 per cent to 4 per cent in 1981.

Singapore and Hong Kong are again likely to record the highest rates of growth in the region, at around 10 per cent, with Indonesia and Malaysia both hit by low commodity prices in 1981—expanding by 7.5 per cent.

More modest but still healthy progress will be made by India, Pakistan, and Sri Lanka.

The Philippines was hit last year by the effects of oil price increases, the inflexibility of its manufacturing sector and falling commodity prices but, Mr Rasmussen adds: "They've done pretty well to keep growth from falling much below 5 per cent."

The survey reserves its harshest words for New Zealand, calling for a reform of the country's tax and social security systems to encourage private risk investment.

Nimeiri arrests southern dissidents

By Rick Wells in Khartoum

TWENTY-ONE prominent southern Sudanese politicians have been arrested in Juba and brought to Khartoum charged with forming an illegal political party and attempting to procure funds from Libya.

They include 17 former Ministers as well as two ex-Speakers of the People's Assembly of the South.

A crisis in relations between Khartoum and the region, whose population is predominantly non-Muslim, has been triggered off by President Jafar Nimeiri's plans for redividing it.

The detentions followed the despatch of a declaration to Mr Nimeiri by the recently

formed Council for the Unity of South Sudan whose creation is said to be in contravention of the ban on the formation of political parties other than the Sudanese Socialist Union.

Many southerners were taken aback by the Government's decision to dissolve both the national and southern regional assemblies. The six-month transitional Government headed by Major-General Rassaas was established to preside over new elections and also the redivision of the southern region.

The sending of the declaration was prompted by an announcement that the referendum concerning local

government in the South would be held only in the provinces of Eastern and Western Equatoria. It is believed that if a vote were taken throughout the region a majority would reject the proposal for redivision.

President Nimeiri is committed to a policy of decentralisation in the North—a policy that he evidently feels should also be extended to the South. The declaration and the arrests indicate the extent of the opposition.

One of the Sudanese leader's most outstanding achievements was the ending of the civil war between the central Government and the South in 1972.



President Nimeiri: plans to redivide the South.

Ghanaian President arrested at checkpoint

By Mark Webster

THE Deposed Ghanaian President, Dr Efraim Limann, was arrested yesterday as the country's new military rulers announced that they had frozen the bank accounts of many senior officials in the former Government.

Accra radio, monitored in Abidjan, said the assets and accounts of 129 people had been frozen including those of the President and Vice-President, Joseph de Graft Johnson.

The leader of the coup, Flight-Lieutenant Jerry Rawlings, has promised a "holy war" against corruption—a phrase reminiscent of his last coup in June, 1979, when eight senior military personnel were executed for abusing public funds.

Fearing a repeat of 1979, many officials have fled the country. But Dr Limann was detained at a police barrier on the outskirts of Koforidua, near the capital.

A military spokesman said the former President was safe, although he refused to say where he was being held. The ruling Provisional National Defence Council has warned former officials that their safety cannot be guaranteed if they do not report to the police.

The war against corruption has been the key element in the coup, and Accra radio yesterday announced that all banks should stay closed until noon to enable the Defence Council "to carry out an important national exercise."

The freezing of bank accounts applies to all MPs, former Ministers and officials of Dr Limann's Peoples' National Party as well as their wives, children and any companies or organisations in their charge.

There seems little doubt that Flight-Lieutenant Rawlings intends to be far more thorough than during his last coup.

Bahrain seeks 12 more for coup attempt

By Mary Frings in Bahrain

NAMES and photographs of 12 more Bahrainis suspected of being involved in December's abortive coup attempt were published yesterday.

Sheikh Mohammed bin Khalifa al-Khalifa, the Interior Minister, said the wanted men were all young Shia Muslims known to be in Iran. If they did not return to Bahrain within three months, they would forfeit their citizenship and would be tried in absentia, he said.

The Minister accused an Iranian clergyman, Hojatolislam Hadi Al Mudarasi of masterminding the coup attempt from the headquarters in Tehran of the Islamic Front for the Liberation of Bahrain.

Sheikh Mohammed said police investigations were almost complete, although some dissidents might still be in hiding. Some were known to have escaped and some did not actually enter Bahrain.

Prince's Israel pledge denied by Riyadh

By Our Foreign Staff

SAUDI ARABIA has denied that it is willing to recognise Israel even if certain prior conditions are met. The Foreign Ministry issued a statement yesterday contradicting the report of an interview with Prince Saud al-Faisal in the New York Times during which the Foreign Minister appeared to offer recognition of Israel in return for withdrawal from occupied Arab territories.

"There is absolutely no truth in what has been attributed to his Highness about the kingdom's recognition of Israel. The important point in Prince Saud's statement concerned Israel's recognition of Palestinian rights and withdrawal from occupied Arab lands. Response to these two legitimate conditions could bring peace to the area," the Foreign Ministry said.

The dispute over the Prince Saud interview highlights the confusion in the Arab world over a joint response to Israel's

annexation of the Golan Heights and the future of the Saudi eight-point plan for a comprehensive peace in the Middle East.

Mr Chedli Kifli, secretary general of the Arab League, arrived in Saudi Arabia yesterday at the start of a tour aimed at fixing a date for reconvening the Arab summit meeting which had to be abandoned last November. The collapse of the summit was due to sharp divisions over the Saudi peace plan.

President Hafiz al-Assad of Syria would like a swift agreement on a new summit date to establish a common Arab response to the annexation of the Golan Heights. The Saudis are still insisting, however, that their peace plan remains on the summit agenda but now realise that it stands little chance of being accepted if it implies recognition of Israel.

U.S. moves, Page 4

Striking railway workers held in Zimbabwe

BULAWAYO—Zimbabwe police have arrested more than 240 railwaymen whose five-day strike had paralysed passenger train services and slowed the flow of goods, Mr Richard Hove, the Home Affairs Minister, announced yesterday.

Speaking in Salisbury, he said locomotive firemen had defied orders to end their illegal strike and would appear in court under the Law and Order Maintenance Act.

The law outlaws disruptions of essential services and gives magistrates power to imprison offenders for five years.

Mr Hove said further strikers would be arrested during the night. He did not know how many of the firemen were on strike, but the state-owned National Railways of Zimbabwe based in Bulawayo said at least 430 had stayed away from work by yesterday afternoon.

The rail fleet comprises about 80 steam locomotives and 250 diesel electric.

AP

PROBLEMS OF THE SAHARAN TRADER

Algeria's camel drivers forced to smuggle

By Mark Webster, recently in Tamansrasset, Algeria

THE LINE of camels made its stately progress through the gathering sandstorm, an increasingly rare reminder of the once-thriving trans-Saharan trade.

The drivers posed obligingly for a battery of press photographers on a trip from Tunisia to the Ivory Coast and then set their beasts' faces into the sand and moved off silently in the direction of the desert trading town of Tamansrasset.

The Nomadic desert traders have found it impossible to compete with the heavy lorries which rumble down the highway from the Algerian capital of Algiers. Even though the badly eroded tarmac means that the round trip from Algiers to Tamansrasset takes five days, the lorries are more than a match for the camels which plod 30 to 40 miles in an average day.

Because everything from flour to fancy goods is brought from Algiers, there has been steadily declining traffic from the neighbouring countries of Niger and Mali. This declining trade, coupled with pressure from the Algerian Government to settle permanently, has made the camel caravans largely a thing of the past.

In order to survive, the camel traders have turned to illicit trade in anything which is hard to find in Algeria. They bring whisky, which fetches Algerian dinars 150 (£19) a bottle. For



most of the year and twice that twice near the big Moslem feasts.

Tamansrasset functions admirably on the whisky standard, and merchants will willingly quote prices for anything from petrol to clothing in bottles of whisky—and there is no problem controlling the supply of that brand of currency.

The traders also still dabble in human trade. Although an official of the town hall in Tamansrasset said the slave trade had all but died out, there is still a lively commerce in Algerians wanting to get into France for work, and Tamansrasset is considered a good jumping-off point.

Tamansrasset is also an impor-

tant port of call for the dozens of hopeful young Europeans taking cars and lorries down to the west coast of Africa to sell them at what they hope will be a much inflated price. The man's land between the Tunisian and Algerian border is littered with the stripped carcasses of cars, stranded because their papers were not complete, while all along the route to black Africa, there is evidence of cars which were not up to snuff a long and arduous journey.

For those who do make it, the rewards can be good.

The 20-year-old German at the border between Algeria and Mali said he had bought himself a villa and a sailboat on the strength of his regular forays into black Africa with cars and trucks, and the border area is dotted with cars still bearing French licence plates.

But the experts say that life is getting much tougher for the car smugglers. Only Togo has not yet introduced laws to control the sale of cars imported by individuals, and dealers prefer to wait until the price sinks as low as the sellers' morals and bank balance before snapping up a bargain.

"You can usually tell by how glum they look how much they will sell cars for," said one former car trader.

Employ a worker under 18 and you can receive £15 a week.



The Young Workers Scheme offers employers an incentive to employ young people under 18 if their rate of pay is less than £40 a week. The scheme came into effect on January 4th 1982.

Here's how it works:

To be eligible under the scheme, the young people must be in their first year of employment and under 18 on or after January 4th 1982. If you pay them less than £40 a week for a full time job, we'll give you £15 a week. You can be paid this for each week they work for you, up to one year. If you have eligible young people earning £40 or over but less than £45 a week, we'll give you £7.50 a week.

This new scheme doesn't only apply to people you employ on or after January 4th, but also to any of your present staff who were eligible on that date and who started working for you on or after July 27th 1981.

Employers will be able to claim for all eligible employees whether or not they have taken part in the Youth Opportunities Programme.

The scheme is open to firms of any size in Great Britain except public services and domestic households. It gives employers the opportunity to look at their staffing needs and to take on any extra workers they may want at a price they can afford.

Find out more about the Young Workers Scheme by sending off for our free leaflet which will give you the full story, or you can get one from your local Jobcentre, Employment Office or Careers Office.

Please send me your free leaflet giving full details of the Young Workers Scheme, and an application form.

Name _____

Position in Company _____

Number of Employees _____

Company _____

Address _____

FT5/1

Post to: Shelagh Molloy, Young Workers Scheme, P.O. Box 702, London SW20 8SZ.



YOUNG WORKERS SCHEME

GIEVES & HAWKES
SAVILE ROW
SALE
AND BRANCHES THROUGHOUT THE COUNTRY!

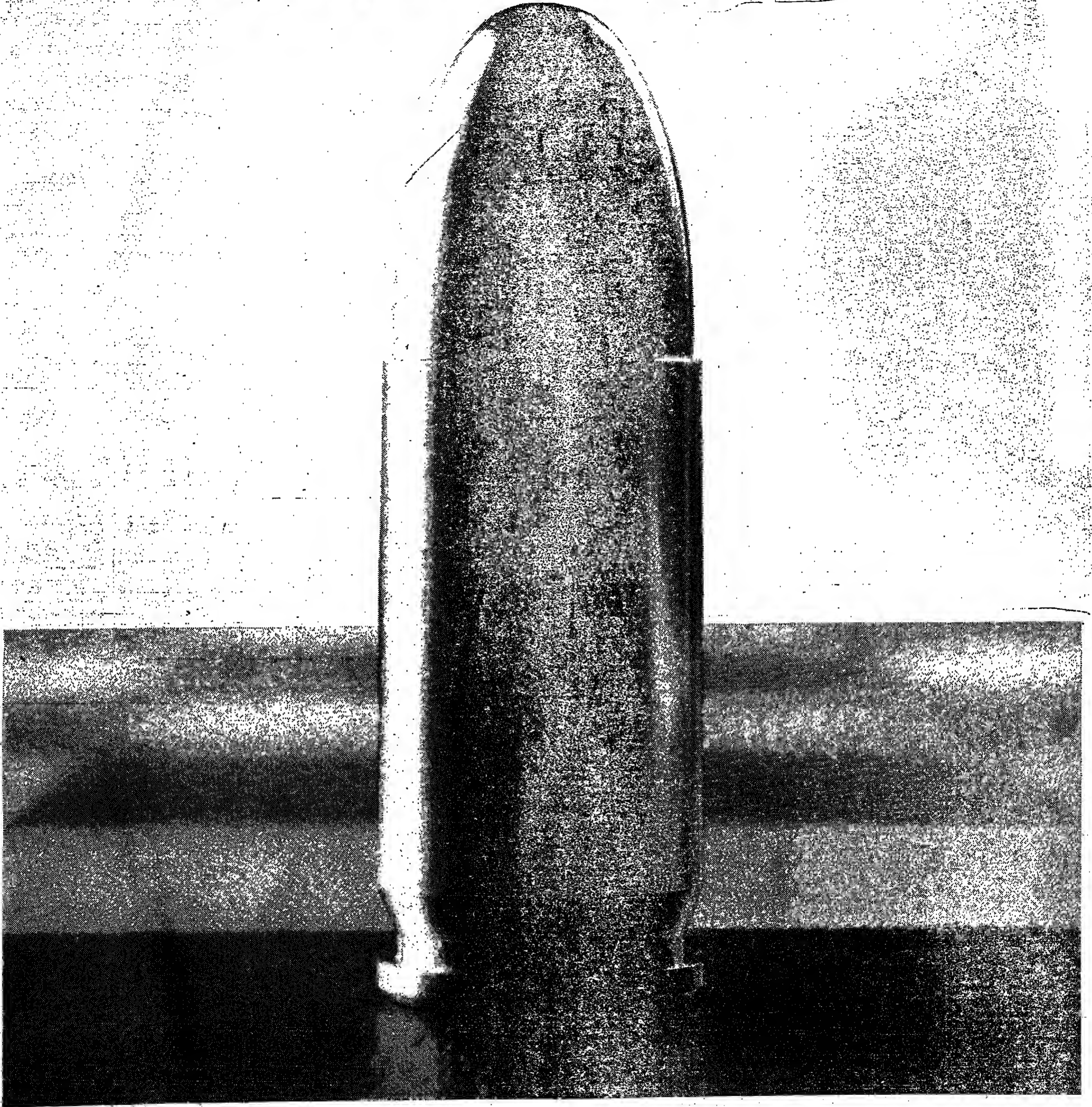
NOW ON
No.1 Savile Row, London W1
and in the City at 18 Lane Street, EC3

AND AT
* BATH * BOURNEMOUTH * BROCKENHURST * CHESTER
* DEAL * EASTBOURNE * EDINBURGH * LEICESTER * MALVERN
* PLYMOUTH * PORTSMOUTH * WINCHESTER * CAMBERLEY

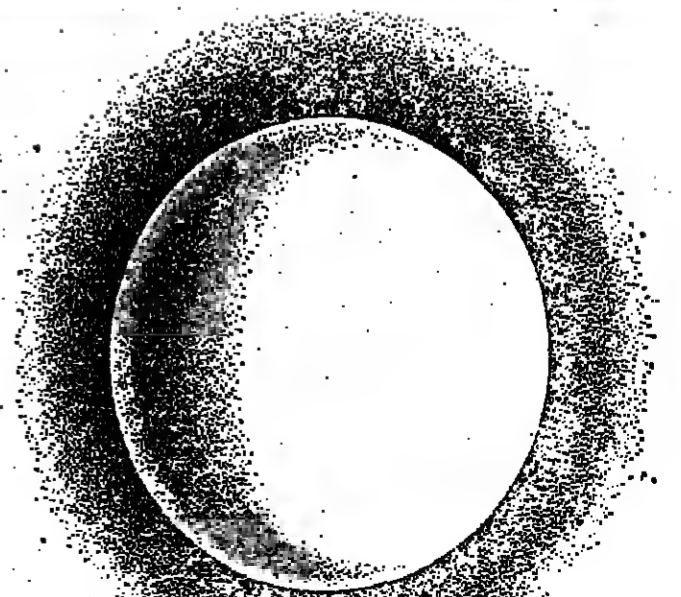
هكزمن الشرح

Financial Times Tuesday January 5 1964

Just a pawn in the game?



"The most dangerous man in the world."
The new documentary by Antony Thomas. Tonight 8.30pm.



CENTRAL

mical
try
ore tanker
line
scrapping
ation
creators

UK NEWS

Brokers advise Howe to exceed public borrowing target

BY DAVID MARSH

SIR GEOFFREY HOWE, the Chancellor, is being advised by City brokers which handle the bulk of Government debt sales to override his public borrowing target for the next financial year and reduce the economy through tax cuts.

recovery. Significantly, economists at many of the broking firms doubt whether a rise in government borrowing of about £2bn above the target would lead to undue upward pressure on interest rates.

This contradicts a central feature of Government strategy. The Treasury says that official borrowing must be kept down to allow room for private business to expand. It maintains that every £1bn of extra public borrowing would lead to about half an extra percentage point on interest rates.

In particular, many of the brokers argue that the Government's borrowing targets should take greater account of the automatic increase in credit needs—caused by lower taxes and higher unemployment payments—due to the recession.

Although many differences of opinion remain, widespread City backing for the modest programme of reduction favoured by Tory dissidents and the Social Democrats may prove to be an important factor influencing Sir Geoffrey's thinking during the run-up to the Budget.

Dr Paul Neild, chief economist at Phillips and Drew, said public borrowing of £11bn next year—£2bn above the Government's aim—would be consistent with the upper end of the Government's 5 to 9 per cent monetary growth target without undue interest rate pressure.

A sterner view was taken by Mr Jeremy Wormell, economist at Pember and Boyle. "If the Government tried to finance more than £8bn on the gilt-edged market, it would do a lot of damage."

Among analysts strongly supporting more borrowing, Mr Malcolm Roberts, senior economist at Laing and Cruickshank, said that a £2bn income tax cut in the next Budget would have only a limited impact on interest rates.

Dunlop plant sit-in leads to review by board

DIRECTORS of the Dunlop Group will meet today to discuss the future of its South Wales-based floor products division, following a decision yesterday by the 450 workers at the Semtex factory in Brynmawr to reject local management proposals aimed at ending a two-week occupation of the plant.

Workers began a sit-in before Christmas after being presented with plans for a further 60 redundancies at the factory, which makes rubber floor tiles and other do-it-yourself products. They are demanding withdrawal of the job losses and guarantees of further investment by the parent company to assure the plant's long-term future.

Management said the factory's position was becoming serious, with customers taking their orders elsewhere. Before the dispute the Brynmawr division had been losing £100,000 a month.

BAA freezes landing fees The British Airports Authority has frozen its landing fees at current levels for over a year, until April 1 1983.

This decision, which follows increases in landing fees of about 12 per cent last May 1, stems from the fact that the authority has been reducing its own operating costs. The Government has also recently eased the squeeze on the authority by raising its external financing limit from £14m to £48m.

Travel in deficit BRITAIN'S travel account for the first 11 months of 1981 showed a deficit of £416m, compared with a £115m surplus in the same period of 1980, figures released by the Department of Trade show.

Nissan mission HUMBERSIDE County Council officials flew to Tokyo yesterday for a meeting with British embassy officials and Nissan on the prospects of siting the company's proposed car manufacturing plant in the region.

Ennals in hospital MR DAVID ENNALS, Labour MP for Norwich, North and former Social Services Secretary, went back to Westminster Hospital, London, yesterday suffering from thrombosis, a recurrence of an illness of three years ago.

Reading office plan MEPC property group has extended its commitment to a 350,000 sq ft office development in Reading, taking a "year's option" to purchase subject to detailed planning permission.

QE2 bookings CUNARD reported yesterday that more Britons than last year would be joining the QE2 for sections of her 81-day world cruise, starting from New York on January 17. "There is a large increase in Britons going on some of the shorter sectors—but Americans still form the bulk of the passengers," said Conard.

Agency sale BRITISH PETROLEUM has agreed, subject to contract, to sell its 100 per cent share in Rankin Kuhn Travel, its travel agency and tour operator subsidiary, to Thomas Cook. It is intended that Rankin Kuhn operations, including travel arrangements for the British Petroleum group, will be merged with Thomas Cook during 1982.

Savoy director SIR ANTHONY TUKE, chairman of Rio Tinto-Zinc Corporation and former chairman of Barclays Bank, has been appointed a non-executive director of the Savoy Hotel Company.

Trident vote for Playboy casino deal on the cards

BY DUNCAN CAMPBELL-SMITH

HOLDERS of Trident Television's 1.53m ordinary shares will be asked by their board today to approve the purchase of Playboy Enterprises' UK operation.

Holders of the 47.38m "A" shares will be asked to accept a cordial welcome. They will be unable to vote but any views they have will be given full attention, says the board.

The casinos earned pre-tax profits of nearly £16m in the year to last June which explains Trident's holdness—but the risk of something going wrong is real enough.

Trident believes it can win that appeal. If it does not, it will close the clubs and hope for certificates of consent from the Gaming Board to apply for new licences which could be awarded—or refused—in May.

Speculation about the eventual outcome of this process has sometimes been tortuous. There is too little legal precedent for the issues involved and what there is seems less than consistent.

Broadly, Trident hopes to emulate the success of Grand Metropolitan's Merca subsidiary and of Leuhre in successfully continuing the casinos Coral said them. It will argue that clubs has so substantially been restructured that they merit a second chance.

Trident seems certain to stress its past as a television company, working successfully within the constraints of a Parliamentary Act. It also has a former senior policeman, Mr Peter Neilens, to its credit, with an OBE to boot.

Orders worth £12m for Talbot

BY ARTHUR SMITH, MIDLANDS CORRESPONDENT

TALBOT yesterday announced orders worth £12m for its Horizon car as the first UK-produced models rolled off the assembly lines at Ryton, Coventry.

The first time for 14 months. Around 200 jobs will be created over the next few months.

Mr George Turnhill, the Talbot chairman, in announcing the orders pointed to a "dramatic improvement in quality and productivity" at Ryton. Talbot claims a 40 per cent improvement in productivity in two years.

A key test of the improved industrial relations will come on Friday, when negotiations resume on the "substantial" pay claim lodged by the company's 5,000 car workers.

Union leaders are demanding an improvement on an offer which Talbot says would make its employees "the highest paid car workers in the Midlands motor industry."

The company has refused to give ground on its original offer of a 21 per cent pay rise from January 1. It has, however, offered to double the amount of bonus earnings it would contribute into basic pay, from about £2.50 a week to £5. Bonus earnings are currently between £10 and £15 a week.

The unions maintain the bonus offer does not represent new money, but there remains little sign of militancy among the Coventry workforce.

RUC chief attacks Police Federation

BY BRENDAN KEENAN, DUBLIN CORRESPONDENT

AN UNPRECEDENTED row has broken out between Sir John Hermon, Chief Constable of the Royal Ulster Constabulary, and the Police Federation representing officers up to Superintendent.

Sir John has criticised the federation's central committee for discussing at its November meeting, the setting up of a force outside the existing RUC and RUC Reserve.

Mr Michael Canavan, of the Social Democratic and Labour Party (SDLP) said an federation member who voted for the establishment of a force outside the RUC should be dismissed from the police.

Sir John, in his letter to Mr Alan Wright, federation chairman, said the discussions at the November 13 meeting were a matter of serious concern in the police in which discipline, propriety and adherence to professional standards were crucial.

Mr Paisley, who has repeatedly called for Sir John's resignation, attacked the Chief Constable at the funeral of a young man killed in an explosion on New Year's Day.

Gill payout 'unsavoury'—Pliatzky

BY JOHN MOORE

SIR LEO PLIATZKY, a director of Associated Communications Corporation, said circumstances surrounding the resignation of Mr Jack Gill, its managing director, and the proposal to award him a record £700,000 and compensation package, were unsavoury.

Sir Leo said the whole episode was unsavoury and distasteful. He was considering his position as a director although "nothing should be anticipated."

Lord Grade, Associated chairmen, holds 27.5 per cent of voting shares, Mr Gill 15 per cent and Mr Robert Holmes a Court. The Australian entrepreneur who has just become an Associated director, nearly 51 per cent of non-voting shares and a block representing 3 per cent.

Lord Matthews is expected to use shares he owns or influences, about 9 per cent, to vote against the compensation at Friday's meeting.

Losses for the first half of its trading year. No dividend was declared.

Special drilling incentives, such as lower royalties, a tax "holiday" on oil produced, or a relaxation of the state participation terms which provide the Government with the right to buy 51 per cent of all North Sea oil output.

The Department is still far from deciding the size and the terms of eighth round. It is understood that ministers and officials are keen to see the industry's response to changes in the offshore oil and gas taxation system first. These are expected in the spring Budget.

Study defends EEC membership

BY DAVID MARSH

UNEMPLOYMENT in Britain would rise to 5m if a future Labour government removed the country from the EEC, Mr Ivor Richard, European Commission member responsible for employment, said in London yesterday.

He was addressing a Press conference to launch a study showing that British membership of the Community was boosting investment in the UK by U.S. and Japanese companies.

The study, commissioned by the European League for Economic Co-operation, showed that 59 per cent of U.S. investment in Europe in 1980 came to the UK. The proportion had grown since Britain joined the Community.

Western Union in British venture

BY GUY DE JONQUIERES

WESTERN UNION, the U.S. telecommunications group, has agreed with English China Clays to form a joint UK subsidiary to provide specialised business communications services.

This service, based on a system called Priority Mail which Western Union operates in the U.S., will use a computer to compose personalised letters from mailing lists for direct mail campaigns.

The text of the letters will be recorded on a magnetic computer tape and sent to the Post Office, which will relay them electronically to regional offices to be printed out and delivered by normal mail.

Alliance moves to defuse seats row

BY PETER RIDDELL, POLITICAL EDITOR

MR DAVID STEEL, the Liberal Leader, and Mr William Rogers, one of the Social Democratic Party's joint leaders, will today try to defuse the embarrassing row over the allocation of Parliamentary seats between the two parties.

They will try to sort out differences which led to the week-end announcement by Mr Rogers that negotiations on seats were being suspended.

Signs last night were that both parties were keen to cool the row before it gets out of control and provides much-needed political ammunition for the Tory and Labour parties. A message of reconciliation is likely after today's meeting.

Charity-owned company shows how text processor can be used to aid disabled

BY JASON CRISP

MR KENNETH WINTER, who is severely handicapped by multiple sclerosis, demonstrates a specially-adapted text processor used in his consultancy business which he runs from home.

Mr Winter's demonstration in London yesterday was one of the first events in Information Technology Year 1982 which is organised by the Government and follows the International Year of the Disabled in 1981.

Mr Winter said micro-electronics technologies were likely to be of considerable benefit to the disabled. He said information technology was bringing a new era which puts the disabled on a par with an able-bodied person.

The text processor is made by Possum, a commercial company owned by two charities. Mr Winter operates his processor by blowing and sucking into a small tube. Two text processors can be linked by telephone. Possum hopes it will encourage companies to employ disabled people who can work at home.



Dr John Dawson, chairman health section and head of the British Medical Association's professional and scientific division, said he hoped to encourage the mass production and marketing of micro-electronic aids for disabled people which could be sold at comparatively low costs.

THE MANAGEMENT PAGE

Ambitious new charter advocated by Lever

Labour's former small firms supremo calls for more radical action

UK GOVERNMENTS have only scratched the surface of what needs to be done for small business, according to Lord Lever, the independent-minded peer who co-ordinated the last Labour government's small firms policies.



of, say, half a million pounds. Shares would have to be held for at least five years, but at the very minimum, the concession should be granted on death.

"In this way a rich man might be tempted to put, say, £200,000 into a private company with whose management he was familiar. He would know that as a result he could pass the asset on tax free to his children."

Lord Lever argues, though the Treasury and Inland Revenue would take issue with him, that the loss of revenue would be minimal. The reforms, he says, would attract money which would in any case receive tax relief, adding that taxable wealth created by the strengthening of small enterprises would more than make up the difference.

Lord Lever is a strong supporter of "Aunt Agathas" and "cousin Georges" — the individual investors in small businesses. Pension funds, he says, have shown a commendable willingness to help but structurally they are not the right sort of vehicle to support small enterprises. "The kind of risks involved are not suited to a pension fund. They are geared up to put £10m into GEC but not £10m into a hundred or so small ventures. They do not have the local knowledge nor the business brains nor the sort of individuals I would like to see getting involved."

Apart from more CGT and CTT relief, Lord Lever supports the sort of tax incentives enshrined in the present government's business start up scheme. The scheme is still widely criticised for being too restrictive and Lord Lever believes that the current £10,000 upper limit for an investment should be substantially increased.

"It is much too low to have any significant effect at the moment," he says. Lord Lever's views on the Government-backed loan guarantee scheme will also raise a few political eyebrows. As a leading critic in the past of the banks' lending policies, he is enthusiastic about the

of small but significant measures and set in train a new approach in Westminster and Whitehall which has continued to the present day. But Lord Lever argues that the initiatives of the past few years should be seen only as a beginning. "My own efforts in the last Labour government, and the efforts of the present government, represent a fundamental change of attitude. But I must confess that even on their present scale they are wholly inadequate."

Lord Lever rests his case on a comparison with other countries and claims that small businesses in Britain still suffer from official neglect. "We are the Cinderellas of the Western world if you look at what has been achieved in the U.S., Japan, and even West Germany and France," he says. "The vision I have is that small firms in Britain should play as major a role as they have in these other economies."

Tax reform, says Lord Lever, is the major priority. "When we introduced capital gains tax and estate duty (now capital transfer tax) in this country we did not appreciate the harmful effects they would have on private companies. If someone dies leaving £1m of shares in ICI, the shares can be sold easily enough to raise money to pay the CGT or CTT."

"The assets of a private company on the other hand, may actually have to be disposed of and the CTT and thus a father's wish to pass on his business to his son is frustrated. Similarly CGT is a constraint. If two brothers are partners in a company and one wishes to pass shares to the other where does the cash come from to keep the business in the family?"

Ideally, Lord Lever would abolish CTT and CGT for shareholders in genuine private trading companies "up to a limit



Lord Lever: "I really believe that very substantial tax concessions are justified"

government's initiative but again feels it does not go far enough. He would double the £75,000 upper limit for each loan, and would like to see the 3 per cent "premium" charged by the government for its guarantee reduced to 1 per cent. "I think on this basis there would be enough money in the kitty to finance failures. The government could still break even."

Vigorous

"With this figure you are talking about a realistic number of new jobs." Lord Lever is nevertheless impressed by the "tremendous efforts" which UK banks are now making in the field of small business. "It will be quite a long time before these are fully reflected at grass-roots level but they are genuine, worth while and vigorous. Head offices will have to keep up the pressure on branches and encourage managers in the belief that reasonable commercial risks have to be supported."

Commenting on the quality of advice available to those tempted to set out on their own, Lord Lever said that the banks, government agencies and other voluntary agencies are "now infinitely better". There are, however, a lot of innocents abroad either victims of their own optimism, or of those people who unfortunately exist and who are too anxious to get their hands on someone else's money.

Venturing spirits

EUROPEANS MAY have a lot to learn from American venture capitalists but nevertheless things are far from perfect in the U.S., according to a leading authority on the subject, Stanley Pratt.

Called in to a symposium in Luxembourg just before Christmas to report on trends on the other side of the Atlantic, Pratt drew attention to the tiny size of the U.S. venture capital business relative to the nation's total investment capital resources.

His company, Capital Publishing Corporation, estimates that the capital committed to "venture" investments at the middle of September this year totalled around \$5bn from small private venture capital firms, \$1.5bn from small business investment companies, known as SBICs, and \$1.4bn from subsidiaries of large corporations. In real terms, he claimed the figure is roughly equivalent in the total in 1969.

The sum compares, moreover, with the \$730bn held by U.S. private and public sector pension funds, a mere 1 per cent of which would more than double existing venture capital commitments.

Pratt left his audience of financiers in no doubt that more money would be eagerly snapped up by budding entrepreneurs. Recent talk about too many dollars chasing too few investment opportunities — echoed incidentally in the UK by Lord Caldecote's remarks in the latest Finance For Industry annual report — was "misguided".

"Venture capitalists in the U.S. are being overwhelmed by the flow and quality of new investment propositions," said Pratt. Since venture capitalists principally back experienced operating managers, it was significant that one of the reasons in abundant supply in the U.S. was the pool of frustrated managers within large corporations. "There are hundreds, even thousands, of potential entrepreneurs — many of whom can be successful — for every venture capitalist."

Pratt admitted that there were cases of too many investors chasing the same opportunities, as in the "hine chip nifty fifty" — but most venture capitalists have been able to find an abundant supply of new investments.

Supervisors in a starring role

BY NICK GARNETT

THE DEBATE over the balance of power between management and the shop floor, which rages endlessly from the House of Commons to the dinner table, has neglected the role of the supervisor sandwiched in the middle. Management up and down the country has been subjected in recent months to a film seminar, at which companies have been accused of seriously misjudging the importance of this human link between the structure in which decisions are taken and the place where they are put into effect.

At the seminar, partly funded by the Manpower Services Commission, two films produced by Rank Aids put forward three points: that the partnership between manager and supervisor is a crucial axis for operating any sizeable company; that the supervisor's role has been seriously upset by changes in industry and that management has failed to spot this; and finally, that the principal way to improve the effectiveness of supervisors is for managers to give them firmer support and greater assistance.

Senior managers watching the films believed that the problem they identified was common throughout many company structures. John Tavare, one of the CBI's regional chairmen, said at one of the film seminars that the whole issue of relations between UK management and managed provided enormous scope for improvements.

Straitjacket

Serious problems have been posed for the supervisor's job by new technology, the creation of specialist labour, such as systems analysts who have chipped away at the traditional supervisor's role, and complex employee relations which operate in a straitjacket of legal rules and where direct union-management contact now often bypasses the supervisor.

The films illustrate some classic managerial mistakes. Shop stewards are informed of manning reductions the company is seeking, but the supervisors are not consulted — they are just told to implement them. A supervisor warns a recalcitrant driver who has clearly been using his lorry to take detours from his scheduled delivery route in order to see a girl friend. Under the threat of a union dispute, the management not only fails to back the supervisor, but does not even tell him why. The supervisor's already weakened authority is further eroded.

Further information is available from: David Rennie, Marketing Manager, Rank Aids, PO Box 70, Great West Road, Brentford, Middlesex TW8 9HR (Tel: 01-563 9222). The two films, entitled "You've got your job — I've got mine" and "Building the partnership," can be hired for three days at a cost of £65 each, for ten days for £90 each or bought for £420 each, or both together for £100, £130 and £700 respectively. One copy of a handbook is supplied free with each film; extra copies are available at £2 each. Training resource material is also available at a cost of £15.

Wry smiles

The bank loan guarantee scheme should also be expanded with a view to at least £1bn being lent by banks over the next two to three years, instead of the £150m allocated so far. Lord Lever's radical proposals will doubtless raise a few wry smiles in Treasury corridors, where some of his more ambitious schemes were knocked firmly on the head during the last Labour government.

But though his "mint charter" for small firms may well look politically impractical, his views are nevertheless respected by a wide cross-section of opinion based inside and outside Westminster.

John MacGregor, the present government's small firms Minister, recently paid tribute to Lever's achievements, and backbenchers of all parties often seek his advice. After all, between 1976 and 1978 he pushed through a large number

A management buy-out? Buying out a fellow shareholder? Seeking long-term capital for expansion? Gresham Trust Ltd, Barrington House, Gresham Street, London EC2V 7RE. Tel: 01-606 6474.

FINANCE FOR GROWTH. Factoring provides no-strings finance beyond conventional borrowing limits. Alex. Lawrie Factors Limited. For details contact: London (01) 623 6906.

Word Processors. Whose to buy, and why. The Word Computer Show. National Exhibition Centre, Birmingham, 19-22 January 1982.

OUR FULL-CATERING HOLIDAY CENTRE. Set in 60 acres by the sea at Lowestoft, Suffolk, is acknowledged as a holiday centre which is being developed as a new family leisure park.

PLANT AND MACHINERY. RECONITIONED PRODUCTION PLANT. STRIP ROLLING MILLS, Two high and four low — various capacities.

PLANT AND MACHINERY ADVERTISING APPEARS EVERY TUESDAY. Forklift rebuilders, 80% of new price or less. Cash, NP or hire all with full warranty.

JOINT VENTURE. ELECTRONIC WATCHES. An old-established British trading company, distributing electronic wristwatches with a well-known clientele throughout Europe.

WHY LEASE YOUR NEXT CAR? You can buy on our Purchase Plan. 10% initial rental, 48 months repayment, No VAT on rental, Ultimate ownership.

GOLD BULLION KRUGGERANDS BOUGHT AND SOLD IN STRICTEST CONFIDENCE. FROM ONE TO SEVEN CARATOS. Free advice available. Please phone: Mr Cavendish & Co (Bullion Dealers) 0244 24315/37635.

MANAGEMENT COURSES. Keeping up with modern techniques. An informed understanding of modern methods is essential to maintain a competitive edge.

Keeping up with modern techniques. An informed understanding of modern methods is essential to maintain a competitive edge. Cranfield School of Management's 1-week programme, Modern Management Techniques, aims to give an overview of modern developments in management methods.

BUSINESS REQUIRED. A well established successful Midlands based engineering company servicing the aerospace and motor industries and supplier to the Ministry of Defence.

TAX SHELTER for corporate and private investors 100% IBAs now available in prime Southern locations with rental guarantees.

ATTENTION PRIVATE INVESTORS WHO INVEST IN AMERICAN COMPANIES. Directory being published March, 1982. Those interested in being listed in the Directory please write: WF Publishing Company, 2049 Century Park East, Los Angeles, CA 90067, USA.

CONSULTANT Required. Major Building Company subsidiary of an International Group requires a consultant with established contacts principally in London and the South to assist existing Marketing Division in the procurement of opportunities for both new building and refurbishment contracts.

SMALL COMPANY INVESTMENT. Equity capital of up to £25,000 is being sought by a company specialising in the chemical processing of metals in Orlington, Co. Durham.

Year-end Tax Problems? Consider Container Leasing. Did you know that 20ft ISO Dry Cargo and Open-Top Containers qualify for full Capital Allowances for companies? We can supply to order.

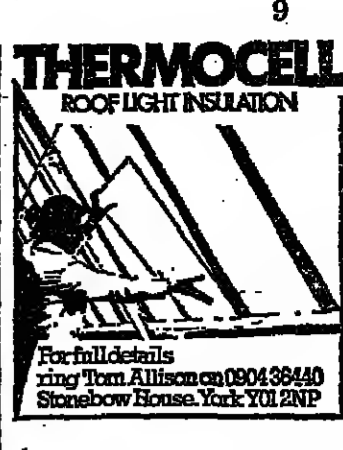
IMPORTERS. Ultra-modern telecommunications equipment, including computer, phone, fax, cordless phones, pagers, carry phones, handy phones, cordless intercoms, etc.

GENEVA. Full Service to your Business. Law and Taxation services, Business and financial services, Translations and secretarial, Formation, demarcation and administration Swiss and foreign companies.

CHAIRMAN/MANAGING DIRECTOR. Small new private company engaged in manufacture/distribution of instruments / appliances to O.E.C.D. countries. The successful candidate will be responsible for the company's financial and operational matters.

INTERESTED PURCHASE NEW AND USED. Caterpillar and Gardner, marine, generator and industrial engines. Skania (Sweden) all types of camions, minimum age 1977.

VENTURE CAPITAL REPORT, 2 The Mall, Bristol. The link between investment funds and small businesses. Investors and entrepreneurs ring (0272) 737222.



Maritime satellite systems

AGREEMENT to ease restrictions on the use of maritime radio satellite systems within harbour limits has been reached by several countries. Restrictions on the use of radio within ports and territorial waters date back to the days when ships used spark transmitters which caused interference to shore-based radio stations. The International Maritime Satellite Organisation, Inmarsat, sees this changing attitude towards satellite radio reception in these areas as a major step towards communicating with ships anywhere in the world. Inmarsat is the 27-nation organisation set up to establish a new global maritime satellite communications system to take over from that run by the U.S. Inmarsat organisation since 1976. The new system begins operation next month. The use of satellite terminals in harbours or territorial waters can be advantageous when docking or seeking navigational or other information, Inmarsat says.

Measurement

A HANDHELD thickness gauge which incorporates a microprocessor has been introduced by Elmometer Instruments of Droylesden, Manchester. According to the company, its model 255P, costing £475, can measure the thickness of all non-magnetic coatings on a ferromagnetic substrate to an accuracy of between ±1 and ±2 per cent.

Controller

A NEW version of the Conair Churchill Mark 2 oil-circulating temperature controller has been introduced by the Uxbridge company. It claims that the electronic control conserves energy and the redesigned cabinet eases access for service engineers. More for 0695 5818.

HP calculator as controller

BY ALAN CANE

HEWLETT PACKARD, the California-based electronics giant, seems set on taking to the limit the cult of portable, intelligent electronics for the professional.

Its latest step is a device which allows a hand-held, battery-powered calculator to control a string of other electronic machines including measuring instruments, printers and memories.

It calls the new device the HP-IL (Hewlett-Packard Interface Loop), and it is simply a micro-sized local area network (microLAN?).

HP-IL will not work on any old calculator, however. It is designed specifically for the HP-41C and HP-41CV machines, immensely powerful calculators which are virtually hand-held computers. And not just calculators—the 41C, the HP-41C and the accessory devices are intended for the professional.

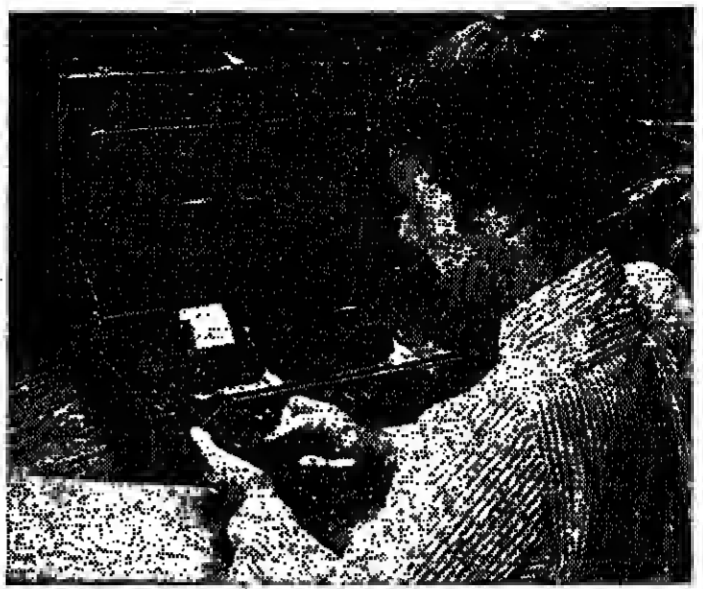
A local area network is a way of connecting together a number of devices, typically microcomputers, word processors and printers, so that information can be passed speedily, accurately but economically between them.

HP-IL takes this concept to the hand-held device level. The system comprises a special module which plugs into the calculator and a closed loop of two-wire cable. Individual devices—memories or printers—are attached to the loop. Up to 961 devices can be attached to any one loop and there can be 100 metres of cable between one device and the next.

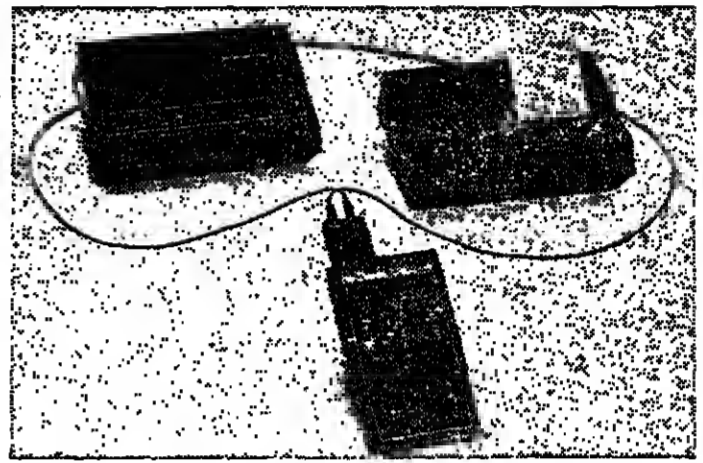
Commands from the controller—the calculator plus module—are received and transmitted by every device but acted on only by the device specified by the controller. This does mean, however, that failure in any one device will put the entire loop out of action. Commands and data move round the loop in one direction and at speeds of up to 40,000 bits a second—smaller than compared with the 3-10 million bits rate on full sized lams, but adequate. Hewlett-Packard sees the introduction of HP-IL as significant for the company. It is supporting the concept with an interface card to link the loop to HP personal computers, a fully programmable multimeter, a digital tape cassette drive and a thermal printer/plotter.

By mid-1982 it intends to introduce an HP-IL version of its 80-column printer, a video interface and an RS-232C (conventional networking standard) interface. It has also announced a converter designed to connect the internal electronics of measurement instruments to the loop. For the cost-conscious, the loop makes it possible to control a wide variety of digital devices for the cost of a calculator (somewhere over £150) rather than a small computer.

For the user, the loop takes over much of the housekeeping. Type "print" for example, and the loop controller will find a printer if there is one on the loop and set it to work. More on 02446 3100.



THE HP-41 hand-held calculator, digital tape cassette drive and thermal printer/plotter (above), while (below) the Hewlett-Packard Interface Loop provides the HP-41 mass memory and printing capability.



Dissipate New Year gloom with an exotic international festival

BY JOHN CHITTOCK

FOR THOSE who face the New Year with trepidation or gloomy resignation, one kind of tonic which can be rationalised as dedication to the job is to attend a film festival, video conference or exhibition. Birmingham and Wembley apart, there are plenty of other exotic locations to choose from—ranging from provincial Fences to New South Wales, Portugal to Florida.

Indeed, choosing is the heart of the problem—once the cost of attendance has been justified, it really is a serious problem because many of these events are an inefficient use of executive time, while others offer a unique chance for those deeply involved in special subject areas or industries.

Thus the Berlin International Agricultural Film Competition later this month must, for many in the food business, an original way of seeing what other countries are up to; next month's International Festival of Scientific Films in Belgrade will almost certainly have a strong Eastern European entry—the science film reigns supreme in these courses, exploring new sources of information on new developments, and industrial designers ought to be looking to Budapest in March for the 9th Festival of Films on Industrial Design.

But surprisingly, farmers, scientists and industrial designers will not be queuing up in their hundreds to attend these events. Experience indicates that the majority of delegates at festivals are those heavily committed to the medium rather than the message, which is a pity, because there are fewer better ways of gleaming industrial and technical intelligence in a new perspective. At one International Industrial Film Festival in Florence, I found sitting next to me an Italian shoe manufacturer—who had popped in to see how his competitors were coping.

It may seem an exaggeration, but there are film festivals held around the world devoted to many of the major interests of modern society. These range from the environment (Provence), mountainaineering (Türin), tourism (Tahiti), maritime (Toulon), music and choreography (Santander, Spain), housing and planning (The Hague), training (Biarritz), aerospace



Video and Film

(Amsterdam), disabled (Las Angeles), economic (Brussels), religion (Valadolid), sailing (La Rochelle), anthropology (Paris), even fairy tales (appropriately, Odense—birthplace of Hans Christian Andersen).

This is only the tip of the iceberg because some subjects, such as architecture, science and tourism, are covered by a number of festivals in various countries. Attendance is almost invariably open to anyone ready to pay the delegate enrolment fees (except for a restricted military film festival at Versailles, no longer published); and even if the task of viewing films for two, three or more days is tacked less than comprehensively.

Strong pitch

For those who really are more concerned with the medium rather than the message, there is a bewildering choice of conferences and exhibitions. Few would argue that the most important of these is the video business and the annual VIDCOM conference and exhibition in Cannes, the Consumer Electronics Show in Chicago and the Radio and Television Exhibition (Funkausstellung) in Berlin. Other events compete, however, such as the Professional Video Show in London, and the regular U.S. events of the International Tape Association.

London is making a particularly strong pitch in 1982 to steal some of this world-wide attention. This month we have Communication in the Eighties. In May, the 2nd International Video Week will be held (incorporating The Economist Video Conference and the 2nd International Video Festival organised by the British Industrial and Scientific Film Association), this runs on into the first UK Consumer Electronics Trade Exhibition at Earl's Court in September, the London Multi-Media Market will be held—a bold attempt to bring the producers and dis-

tributors of programmes away from their traditional haunts in the South of France to the grey waterside of Tower Bridge.

For Britain, 1982 is also Information Technology Year and also the time for the biennial International Broadcasting Convention at Brighton (a well-established exhibition and conference, one of the most important in the calendar for broadcasters).

Television broadcasters also have a further dilemma in the proliferation of other events, too many of which are too important or respected to dismiss out of hand—such as the Golden Rose of Montreux Television Contest, the Edinburgh Television Festival, the MIP-TV programme market in Cannes, and numerous equipment exhibitions (in the U.S., those held by the National Association of Broadcasters and the Society of Motion Picture and Television Engineers; the Berlin Funkausstellung already mentioned); and the biennial Montreux International Television Symposium—which alternates with the Brighton International Broadcasting Convention).

Is it all really worth it? Regrettably, for those who find conferences and crowded exhibitions no joy, even in Las Vegas, it usually is. Manufacturers use some of the major events (especially those mentioned above) to launch new products; buyers and sellers of hardware and software do more international deals in one day than might be possible in one month back at base; and—perhaps most important of all—one gathers a perspective.

For me, trying to unravel this increasingly complicated business, the latter benefit is the most important. Putting one's ear to the ground to collect the latest revelation is not my style; rather standing on top to see over the crowds and detect which way they are moving.

And which way are they moving? What does the year of 1982 promise? Even in this highly abridged round-up of world festivals and events, some clues are evident. Film first will not go away; it holds a mystique, creates a passionate following, that video will find hard to emulate. But the integration of the media—of the cinema, video, broadcasting and print—is written on the wind.

On spot invoices for tanker supplies

By Alan Cane

A CAB-MOUNTED invoicing system for tanker trucks supplying oil and gas products, which the manufacturer says reduces product wastage as well as improving the supplier's cash flow, is being introduced to the UK and European markets by Brooks Instruments.

The micro-processor based computing register, which costs £1,500 in basic form, is designed largely for trucks supplying kerosene, gasoline, gas oil, derv, and liquid petroleum gas to small companies, farms and domestic users. There are estimated to be about 2,400

Security

By Alan Cane

The company, part of Emerson Electric which has been selling the model in the U.S. for the past 18 months, says the unit also has security and maintenance advantages. The meters, which actually

Security

By Alan Cane

dispense fluid tend not to register amounts when the discharge is at a trickle. This can cause wastage and also allows some room for theft. Because the invoicing unit is so sensitive, even the smallest amount of liquid is billed up on the register.

Four levels

By Alan Cane

Obis is compatible with virtually all supply meters and provides for up to four levels of tax to allow it to be used in those countries with complicated tax structures. NICK GARNETT

On spot invoices for tanker supplies

By Alan Cane

A CAB-MOUNTED invoicing system for tanker trucks supplying oil and gas products, which the manufacturer says reduces product wastage as well as improving the supplier's cash flow, is being introduced to the UK and European markets by Brooks Instruments.

Security

By Alan Cane

The company, part of Emerson Electric which has been selling the model in the U.S. for the past 18 months, says the unit also has security and maintenance advantages. The meters, which actually

Four levels

By Alan Cane

Obis is compatible with virtually all supply meters and provides for up to four levels of tax to allow it to be used in those countries with complicated tax structures. NICK GARNETT

Commodity Analysis Limited - COMMODITY BROKERS - Specialists in Commodity and Currency Discretionary Accounts

SOVIET UNION - East European marketing team regularly visiting the USSR specialized in light, chemical, and mining industry interested in additional representation/consultancy

R.I.P. - Here lies the body of our dear friend STOCK RELIEF - who passed away 14th November 1980

FOR SALE - WESTERN AUSTRALIAN MINING AND EXPLORATION COMPANY - with company structure and assets, which include 600 mining and mineral concessions

For Sale or Amalgamation - Top Quality Small Leathergoods Company - The opportunity occurs, due to a change in company objectives, for an entrepreneur with marketing flair to acquire whole or part of well established, manufacturing company

BUSINESSES FOR SALE

FOR SALE - HEAVY ENGINEERING BUSINESS - As going concern - LOCATED IN WEST MIDLANDS - Within easy reach M5/M6 Motorways

SPECIALITY FOOD IMPORTER/DISTRIBUTOR COMPANY FOR SALE - London based, with turnover in excess of £1m. Nation-wide distribution of well proven and quality lines.

PRECISION ENGINEERING - business for sale - (Punch press tooling, thread grinding, sheet metal work, etc.)

WOOD & SONS (HOLDINGS) LIMITED - BURSLEM - STOKE-ON-TRENT - Earthenware Manufacturers - The Joint Receivers (J. H. Gaston, FCA, and T. M. Rogers, FCA)

BUSINESS FOR SALE AS A GOING CONCERN - FORFAR CARPETS LIMITED - ALYTH, SCOTLAND - The Receiver offers the business assets and goodwill of the company for sale.

Tax Loss Company AVAILABLE - £200,000 Approx. - Suitable for Motor & Allied Trades

Old Established Tractor Suspension Seat Business for Sale - Leasehold. Approximately 40,000 sq. ft. West Midlands, product know-how, plant and sizeable stock of spares, etc.

PRIVATE CLINIC FOR SALE - Formerly trading as Sharwood Court specialising in Cosmetic Surgery. Superb leasehold premises available in Nottingham, incorporating fully equipped operating theatre, fully furnished luxury waiting and administration block.

BUSINESSES WANTED - ACQUISITIONS FOR CASH - We are a large private investment company seeking to enlarge our asset base by acquiring for cash companies with substantial fixed assets.

BUSINESS OPPORTUNITIES - Established businesses located west of the Mississippi for sale by owner. Many owner financed. - Trucking Firms: \$250,000-\$300,000

YEAR-END TAX PROBLEMS? - Shelter that Corporation Tax bill by investing in containers and earn a return on capital of up to 50% p.a. Individuals too can earn up to 20% tax free. - PROPERTY COMPANY - Invites financial management participation in developing 100 bedroom three star beach hotel

FOR SALE - Retail dress fabric company - Household name. Eight outlets in England and Scotland. Turnover in excess of £1m with tax losses of £750,000

Property Investment Company For Sale - Agreed Management Losses c.£900,000 - Agreed Capital Losses c.£600,000

PROFITABLE FERROUS AND NON-FERROUS SCRAP BUSINESS - FOR SALE - In East Anglian area Turnover approximately £300,000 pa

EXPANDING INTERNATIONAL CONTRACTING COMPANY - wishes to acquire outright control or controlling interest in a Civil Engineering Company whose principal activity is the laying of gas pipelines and the maintenance of gas equipment and mains

THE ARTS

Galleries in 1982

This happy Heritage

by WILLIAM PACKER

Any one of us would be hard put to it to argue convincingly that 1981 was a good year for the visual arts in this country...

But good? Not really, for it is easy enough to point to equal treats in any year past, and all such must be expected, even commonplace...

But there was always hope, the feeling that support was there at least in spirit and would be given when things got better...

One of the peculiarities of our society, which would be very much to our credit were it deliberate policy, is that in the face of that clear national

hostility, it has contrived and sustained the most generous, comprehensive and indeed the best system of higher art education in the world...

But art education is its own beast, and no one who has not been through an art school can readily understand or perhaps take seriously its peculiar practices...

Our national poverty is too easily made the villain of it all, but the real villain is our national poverty of spirit and sensibility...

that marks the speaker as a civilised man, and can mean anything or nothing. But we should remember that without the living arts (and that means all of them—Mr St John Stevas in a recent article quite rightly said how important they were without once mentioning or, in the context, intending the visual arts) there is no Heritage...

Well, it is all very depressing, but life goes on and perhaps, perhaps... Certainly the good things of the year should not be discounted because times are bad, and some good things were very good indeed...

The Royal Academy too had its moments, starting with its flawed but stimulating New Spirit in Painting in the New Year, and ending it out with its astonishing double-header, The Great Japan Show...



Sirens abroad (C 1937) from the Sickert exhibition which was held at the Hayward Gallery

its name. The Gonzaga at the V and A, Kennington an unlooked-for treat at the Imperial War Museum, Goya at the British Museum, Spanish painting at the National Gallery...

should survive at all, let alone in such numbers and with exhibitions of such quality. The Sisley show at Artens would have been outstanding in any year...

Milan opera

Lohengrin by MAX LOPPERT

To an outsider, the enigma of La Scala remains as tantalising as ever: a theatre reportedly in perpetual economic woe, prone to periodic upheavals of administrative and artistic direction...

Only one opera was on the roster for the opening month of the season at the big house—Lohengrin, a new production by Ezio Frigerio...

It was a rounded, unfiled Lohengrin, very well sung (at least by the not very elevated standard of the day), in the main stringently bandsome to behold, and staged with a largeness of theatrical gesture that did not preclude a sizeable measure of fidelity to the text...

Before approaching Wagner, Abbado bided his time; Bruckner symphonies came first and much middle-period Verdi (a route of considerable

handling the swan-boat emanation (the swan was here an insignificant blot on the lower right of the panels), Strehler failed likewise in Lohengrin's first apparition and final departure; otherwise there could be nothing but praise for the massive assurance, slow-paced and inevitable, with which he manipulated crowds and cohorts in glittering mail and armour...

Against such a background, and with superbly sensitive, never-failing adjustments of lighting, the battle of light and dark forces was worked out with the severe discipline and control of the famous Scala...

All three leading Lohengrins—Rene Kollb, Siegfried Jerusalem, Peter Hofmann—have had a showing here. The hero of my performance was Hofmann, and I liked him good deal more than I have in London, Bayreuth, and Salzburg...

Birmingham Rep

Cinderella

There is no shortage of second-rate fare in Birmingham at the moment. The Birmingham Rep's production of Cinderella is no exception...

Although Tommy Steele had a success as Buttons when the show came to London in 1958, the stage version has never rivalled other Rodgers and Hammerstein musicals in popularity...

the saving grace of memorable melody. Only two numbers, in the second act, have any intrinsic merit: 'Four Minutes Ago', which has a faint resemblance to 'Swanee Song'...

They are not helped by a production that is singularly charmless and a series of designs by Geoffrey Scott that are cumbersome and hideous...

Imperial, New York

Dreamgirls

The challenge of writing a Broadway musical about a top singing group must surely be the most daunting of his songs to substantiate their supposed success. The weakness, but also the strength, of Michael Bennett's Dreamgirls is that he has put together a long, dazzling musical about a group modelled on the career of The Supremes...

Instead, the musical concentrates on the backstage machinations of the black impresario who engineered the girls' careers from the beginning at a stage show at the Apollo Theatre in New York...

And as the girls' career waxes, Tom Eyer's carefully managed career of James Thunder Early, a singer modelled on James Brown and played with extraordinary voice and acting by Cleavon Derricks...

Michael Bennett, creator of A Chorus Line, is well served in his up-to-date backstage drama by Robin Wagner's steel-toe and Klieg-light dominated set. Henry Krieger's music and Tom Eyer's lyrics are shown off to much better advantage in the songs that express the backstage drama...

Lyric Studio, Hammersmith

The Ascent of Wilberforce III

Auden and Isherwood established the craze for mystic mountaineering with The Ascent of F6 in 1936. Chris Judge Smith has now produced the script for a musical extravaganza which is both a parody and an expansion of its forerunner...

In both cases, the climb symbolises a quest. The former presents a serious attempt at self-knowledge; the latter offers an exercise in multiple debunking, targets ranging from Madam Blavatsky and the theosophists, to humanism and the League of Nations...

Adelphi

Iolanthe

"Why weep these hot, unseasoned tears?" A line from Iolanthe suggests itself as a counter-comment to the prophecies of doom now being made about the Gilbert and Sullivan Opera Company...

A vigorous and enjoyable performance last Saturday emphasised that D'Oyly Carte's great strength springs from real (not microphoned) voices and a traditional orchestra in a theatre that can get the best advantage from both...

voices and on the subtlety of Sullivan's original orchestral score as against a reduced and partly electronic instrumentation. D'Oyly Carte's new musical director, Alexander Faris, is doubtless to be credited for much of the orchestral and choral accomplishment in Iolanthe, though it was his associate, Fraser Goulding, who conducted this performance...

THEATRES

APOLLO: The Musical. 19.30. 20.30. 21.30. 22.30. 23.30. 24.30. 25.30. 26.30. 27.30. 28.30. 29.30. 30.30. 31.30. 32.30. 33.30. 34.30. 35.30. 36.30. 37.30. 38.30. 39.30. 40.30. 41.30. 42.30. 43.30. 44.30. 45.30. 46.30. 47.30. 48.30. 49.30. 50.30. 51.30. 52.30. 53.30. 54.30. 55.30. 56.30. 57.30. 58.30. 59.30. 60.30. 61.30. 62.30. 63.30. 64.30. 65.30. 66.30. 67.30. 68.30. 69.30. 70.30. 71.30. 72.30. 73.30. 74.30. 75.30. 76.30. 77.30. 78.30. 79.30. 80.30. 81.30. 82.30. 83.30. 84.30. 85.30. 86.30. 87.30. 88.30. 89.30. 90.30. 91.30. 92.30. 93.30. 94.30. 95.30. 96.30. 97.30. 98.30. 99.30. 100.30.

COVENT GARDEN: The Musical. 19.30. 20.30. 21.30. 22.30. 23.30. 24.30. 25.30. 26.30. 27.30. 28.30. 29.30. 30.30. 31.30. 32.30. 33.30. 34.30. 35.30. 36.30. 37.30. 38.30. 39.30. 40.30. 41.30. 42.30. 43.30. 44.30. 45.30. 46.30. 47.30. 48.30. 49.30. 50.30. 51.30. 52.30. 53.30. 54.30. 55.30. 56.30. 57.30. 58.30. 59.30. 60.30. 61.30. 62.30. 63.30. 64.30. 65.30. 66.30. 67.30. 68.30. 69.30. 70.30. 71.30. 72.30. 73.30. 74.30. 75.30. 76.30. 77.30. 78.30. 79.30. 80.30. 81.30. 82.30. 83.30. 84.30. 85.30. 86.30. 87.30. 88.30. 89.30. 90.30. 91.30. 92.30. 93.30. 94.30. 95.30. 96.30. 97.30. 98.30. 99.30. 100.30.

LYRIC: The Musical. 19.30. 20.30. 21.30. 22.30. 23.30. 24.30. 25.30. 26.30. 27.30. 28.30. 29.30. 30.30. 31.30. 32.30. 33.30. 34.30. 35.30. 36.30. 37.30. 38.30. 39.30. 40.30. 41.30. 42.30. 43.30. 44.30. 45.30. 46.30. 47.30. 48.30. 49.30. 50.30. 51.30. 52.30. 53.30. 54.30. 55.30. 56.30. 57.30. 58.30. 59.30. 60.30. 61.30. 62.30. 63.30. 64.30. 65.30. 66.30. 67.30. 68.30. 69.30. 70.30. 71.30. 72.30. 73.30. 74.30. 75.30. 76.30. 77.30. 78.30. 79.30. 80.30. 81.30. 82.30. 83.30. 84.30. 85.30. 86.30. 87.30. 88.30. 89.30. 90.30. 91.30. 92.30. 93.30. 94.30. 95.30. 96.30. 97.30. 98.30. 99.30. 100.30.

PICCADILLY: The Musical. 19.30. 20.30. 21.30. 22.30. 23.30. 24.30. 25.30. 26.30. 27.30. 28.30. 29.30. 30.30. 31.30. 32.30. 33.30. 34.30. 35.30. 36.30. 37.30. 38.30. 39.30. 40.30. 41.30. 42.30. 43.30. 44.30. 45.30. 46.30. 47.30. 48.30. 49.30. 50.30. 51.30. 52.30. 53.30. 54.30. 55.30. 56.30. 57.30. 58.30. 59.30. 60.30. 61.30. 62.30. 63.30. 64.30. 65.30. 66.30. 67.30. 68.30. 69.30. 70.30. 71.30. 72.30. 73.30. 74.30. 75.30. 76.30. 77.30. 78.30. 79.30. 80.30. 81.30. 82.30. 83.30. 84.30. 85.30. 86.30. 87.30. 88.30. 89.30. 90.30. 91.30. 92.30. 93.30. 94.30. 95.30. 96.30. 97.30. 98.30. 99.30. 100.30.

ROYAL PATENT: The Musical. 19.30. 20.30. 21.30. 22.30. 23.30. 24.30. 25.30. 26.30. 27.30. 28.30. 29.30. 30.30. 31.30. 32.30. 33.30. 34.30. 35.30. 36.30. 37.30. 38.30. 39.30. 40.30. 41.30. 42.30. 43.30. 44.30. 45.30. 46.30. 47.30. 48.30. 49.30. 50.30. 51.30. 52.30. 53.30. 54.30. 55.30. 56.30. 57.30. 58.30. 59.30. 60.30. 61.30. 62.30. 63.30. 64.30. 65.30. 66.30. 67.30. 68.30. 69.30. 70.30. 71.30. 72.30. 73.30. 74.30. 75.30. 76.30. 77.30. 78.30. 79.30. 80.30. 81.30. 82.30. 83.30. 84.30. 85.30. 86.30. 87.30. 88.30. 89.30. 90.30. 91.30. 92.30. 93.30. 94.30. 95.30. 96.30. 97.30. 98.30. 99.30. 100.30.

THEATRE ROYAL: The Musical. 19.30. 20.30. 21.30. 22.30. 23.30. 24.30. 25.30. 26.30. 27.30. 28.30. 29.30. 30.30. 31.30. 32.30. 33.30. 34.30. 35.30. 36.30. 37.30. 38.30. 39.30. 40.30. 41.30. 42.30. 43.30. 44.30. 45.30. 46.30. 47.30. 48.30. 49.30. 50.30. 51.30. 52.30. 53.30. 54.30. 55.30. 56.30. 57.30. 58.30. 59.30. 60.30. 61.30. 62.30. 63.30. 64.30. 65.30. 66.30. 67.30. 68.30. 69.30. 70.30. 71.30. 72.30. 73.30. 74.30. 75.30. 76.30. 77.30. 78.30. 79.30. 80.30. 81.30. 82.30. 83.30. 84.30. 85.30. 86.30. 87.30. 88.30. 89.30. 90.30. 91.30. 92.30. 93.30. 94.30. 95.30. 96.30. 97.30. 98.30. 99.30. 100.30.

FINANCIAL TIMES PUBLISHED IN LONDON & FRANKFURT. Includes a crossword puzzle with clues and a grid.

UK COMPANY NEWS

NEW LIFE BUSINESS

Scottish Widows' boost

A TREMENDOUS START to its new linked-life operation is reported by Scottish Widows' Fund and Life Assurance Society...

ment in its first five months. Good new life and pensions business was shown by the Sun Alliance Group...

Life business rose from £2m to £10m, with mortgage business marginally higher despite the quiet house purchase market...

Annual premium business, however, declined from £25m to £27.5m, with a fall in group business from £18m to £15m...

Self-employed pension sales were dull on the traditional side with about £1m of annual premiums the same as in 1980...

BONUS RATES

Yorks-General new bonus system

Yorks-General Life Assurance Company—the life company in the General Accident Group—has introduced a new bonus system for its with-profits contracts...

1981 on its simple bonus series, which is now closed to new entrants. The rate on individual life policies is lifted by 50p to 27 per cent of the sum assured.

Yorks-General already operates a compound bonus system for its pension contracts. On personal pensions for the self-employed and on single premium group pension contracts, the rate is increased by 80p to 25.80 per cent of the basic benefit...

Terminal bonus rates are also improved for claims in 1982. On life policies, the rate is lifted 30p to 41.50 per cent of the sum assured...

This new system tends to favour the longer term policies compared with the company's previous simple bonus system with bonuses based on the sum assured only.

The company has substantially increased the bonus rates for

executive pension annual premiums were both down 20 per cent. Single premiums on ordinary life business improved by nearly half from \$4.25m to \$6.17m...

Good results were achieved in 1981 by Albany Life Assurance, a member of the American General Corporation. The company transacts mainly linked-life business. New annual premiums were more than half from 1980...

Unit-linked single premium sales increased by more than one-third from £26m to £35.5m, but the company's income bonds sales declined by two-thirds from £18m to £6m...

Total funds under management reached £114m at the end of 1981 from £88m at the beginning.

Petrovit in London placing

Petrovit, a company formed to acquire certain U.S. oil production and exploration acreage from Mr Henk Victor of Holland, is making a private placing in London of ordinary shares at \$1 each to raise between \$10.5m and \$14.5m.

The producing properties and production equipment are being acquired for a total consideration of \$6.65m compared with an independent valuation of \$8.1m. Net income in the next 12 months is estimated to reach \$0.5m after \$0.8m in expenses of the group's operator and manager.

Petrovit is carrying out an exploration programme on three blocks in Galveston Bay, Texas and, if it is successful, a dealing facility or listing will be sought on the Stock Exchange.

The placing is being handled by stockbroker Panmure Gordon and it will remain open until January 22.

London Inv. expands to £504,600

CONSIDERING the low levels of activity in the various commodity markets during the six months to September 30 1981, improved pre-tax profits of £504,600 for the London Investment Trust are seen as most satisfactory by the directors.

The group's profits consist almost entirely of those earned by its commodity broking subsidiary, E. Bailey Commodities, say the directors. Bailey has become a member of the London International Financial Futures Exchange which is expected to start trading in September 1982.

Although the residential property market has been depressed since the acquisition of Peterham House, London, in September 1980, satisfactory progress continues to be made in the disposal of these flats, say the directors.

The net interim dividend is held at 0.85p. Last year's total payment of 0.875p was made from pre-tax profits of £352,000, on turnover of £1.93m.

Turnover for the six months improved marginally from £1.01m to £1.12m. Tax took £263,392 compared with £238,491. Extraordinary credits rose from £3,133 to £30,319. Retained profits were up from £124,956 to £148,436.

Earnings per share are stated lower at 0.85p, against 0.94p previously.

Redman sees a return to profit

PROVIDED the current trend at Redman Hessian International is maintained, performance in the second half of 1981-82 should return the group to profit for the year as a whole, Mr Angus Murray, chairman, tells members in his annual review.

Following the dip in order intake in the last quarter of the September 30 1981 year, he says that some signs of improvement have again appeared and several of the operating companies are experiencing recovering orders with a growing proportion of overseas content.

Mr Murray explains, however, that major contracts take some time to work through to shipments "and it is not expected therefore, that the group will achieve profit in the first half to March 1982."

As reported on December 18, despite an improving trend in the second six months, this Worcester-based specialist engineering concern incurred a pre-tax loss of £2.03m for 1980-81, against a £2.85m surplus. The dividend is maintained, however, at 4.2p with a same-again final 2p.

On recommending an unchanged final distribution, the directors say that despite the year-end losses, the underlying technical strength of the group has improved, the balance sheet remains strong, and confidence in the long-term future is undiminished.

The balance sheet shows that

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are shown below are based mostly on last year's timetable.

Table with columns: Company Name, Date, and other details for board meetings.

FUTURE DATES

Table with columns: Company Name, Date, and other details for future dates.

with increased fixed asset investment to £1.2m, to £12.6m, being substantially equivalent to the reduction in working capital and increased loan monies, the swing from a cash in hand position of £1.1m to an overdraft of £2.5m, reflects the decrease in reserves, the chairman states.

Borrowings at the year end amounted to 25.7 per cent (2.7 per cent) of shareholders' funds, which amounted to £13.23m (£16.98m).

Meeting, Connaught Rooms, WC, January 27, noon.

EUROPEAN OPTIONS EXCHANGE table with columns: Series, Vol., Last, etc.

BASE LENDING RATES

Table listing various banks and their base lending rates.

Reliant Motor 'in good shape and optimistic'

FOLLOWING A year in which Reliant Motor was demerged from J. F. Nash Securities to become an independent public company and incurred taxable losses of £1.05m, compared with profits of £237,000, the company is now in good shape and faces the future with realistic optimism, Mr J. F. Nash says in his annual review.

He says strenuous efforts are still being made to negotiate joint ventures in African and Asian countries to manufacture the Reliant FW1 car. So far agreement has been reached with Suzuki Auto Industries in the UK, Kitchens under licence in Bangalore from this year onwards.

Reliant's new model, the Rialto, is to be launched later this month. The replacement for the Robin, the directors believe, will stimulate and regenerate customer demand and revenue make a major contribution to the company's future.

Work is still continuing on the development and prototype building of a vehicle for a major British company, on a project supported by the Government. Not only is this a useful source of revenue for the company, but it also helps

keep it in the forefront of automotive developments, Mr Nash says. Development work is continuing in the engineering department and the company hopes that the Fox, a small fun/utility vehicle based on the Kitten, will be available in the UK later this year. Other specialist vehicles are planned for 1984 and 1986.

The company has continued to broaden the application of its expertise in glass reinforced plastics and a new company, Reliant Industrial Mouldings, has been formed to pursue these activities.

At the September 30 1981, year end, shareholders' funds stood at £1.1m (£2.71m), fixed assets were valued at £2.56m (£3.97m) and net current liabilities were £1.45m (£266,000).

During the year there was a decrease in working capital of £98,000 (£1.5m increase) and short-term borrowings fell by £287,000 (£222m increase). No current credit information has been supplied by the company. Meeting: Staffordshire, January 29, noon.

ACI shares suspended

Shares in American Communications Industries were suspended yesterday morning at the company's request. Before their suspension the shares had been quoted at 150p, but there had been no dealings for a considerable time, and the price was described as "purely nominal."

ACI, a film production company, which was brought to the USM by Rowe Rudd in November 1980, announced last August that a capital reconstruction was planned to take place within a few weeks. It was then hoping to convert most of its debt into one or another form of equity. It is understood that the suspension has been requested in order to allow ACI to file under Chapter 11 of the U.S. bankruptcy code. Plans for such a submission are being prepared, and will be submitted to a Los Angeles court within the next few days. Chapter 11 provides that the company can continue to operate while management and creditors argue their points of view before the court. The court is responsible for producing a plan of reorganisation.

DIVIDENDS ANNOUNCED

Table listing dividends for companies like Anglo-American Ltd, De Beers, London Inv, etc.

THE TRING HALL USM INDEX and CORAL INDEX tables.

Five Arrows Fund N.V.

Established in Curacao (Netherlands Antilles) Notice of Special General Meeting of Shareholders to be held on January 28, 1982

Notice is hereby given that a Special General Meeting of Shareholders of Five Arrows Fund N.V. ("the Company") will be held on January 28th 1982 at 10.00 o'clock in the forenoon (local time), at the offices of the Company, 6 John B. Gorriraweg, Curacao (N.A.) for the purpose of decreasing the authorized capital of the Company to USD15,000,000.

The official agenda of the meeting may be inspected by all Shareholders at the office of the Company as well as at the offices of its agent banks, viz. Banque Rothschild S.A., Paris, N. M. Rothschild and Sons Limited, London, Pierson, Helderling and Pierson, Amsterdam, Pierson, Helderling and Pierson, Curacao, Banque Bruxelles Lambert S.A., Brussels, Banque Privee S.A., Geneva, Rothschild Bank A.G., Zurich, International Pacific Corporation, Sydney.

Holder of registered shares shall be entitled to vote at the meeting in person or by proxy. Holders of bearer shares shall be entitled to vote at the meeting given by any of the Company's agent banks stating that certificates in respect of the number of shares specified in the voucher have been deposited with such agent bank and will remain in deposit until the end of the meeting.

The Managing Director Intimus Management Company N.V.

JVC U.S. \$100,000,000 VICTOR COMPANY OF JAPAN, LIMITED 5 per cent. Convertible Bonds Due 1997

Devenish Brewers - Weymouth & Redruth

Table with financial results and dividends for Devenish.

M. J. H. Nightingale & Co. Limited table with columns: 1981-82, 1980-81, etc.

King & Shaxson PLC and other financial services advertisement.

Notice of Meeting

Notice is hereby given that the Annual General Meeting of Members of The National Bank of Australasia Limited will be held at 36th floor, 500 Bourke Street, Melbourne, on Thursday, January 28, 1982, at 11 am.

- Ordinary Business:
1. To receive and consider the balance sheet and statement of profit and loss and the reports of the Directors and of the Auditor for the year ended September 30, 1981.
2. To elect Directors.
3. To transact any other business of which due notice has been given.

- Special Business:
To consider and, if thought fit, to pass—
1. A Special Resolution to amend those Articles of Association dealing with the payment of Directors' remuneration and retiring allowances and the method by which the duplicate Common Seal may be affixed to Share and Stock Certificates.
2. An Ordinary Resolution to approve of an increase in remuneration paid to (a) the Directors of the Company and (b) the directors of Custom Credit Corporation Limited and Commercial & General Acceptance Limited who are Directors of the Company.
3. An Ordinary Resolution to approve of the Company entering into agreements with certain Directors for the payment of a lump sum retiring allowance upon retirement or death of a Director.

By Order of the Board L. L. Rex, Secretary November 26, 1981. Proxies: A Member or other person entitled to vote may appoint not more than two proxies to attend and vote instead of him.

The National Bank of Australasia Limited (Incorporated in the Commonwealth of Australia)

NatWest Registrars Department National Westminster Bank Limited has been appointed Registrar of Frank G. Gates PLC

BIDS AND DEALS

Berkeley sees at least £5.1m

PRE-TAX profits of Berkeley Hambro Property, which has agreed to a near-£50m bid from Town and City Properties, are not expected to be less than £5.1m for the year ended December 31 1981.

perities, with the balance in the form of leaseholds. A forecast of net tangible assets of 287p a share is given after provision for contingent tax on realised gains of 27p. Net assets per share are put at 316p after taking account of estimated contingent tax of 71p on unrealised valuation surpluses.

BP selling travel concern to Thos Cook

British Petroleum has agreed, subject to contract, to sell its wholly-owned subsidiary, Rankin Kuhn Travel, to Thomas Cook in a deal believed to involve some £1.5m.

It is intended that the operations of Rankin, including travel arrangements for BP, will be merged with Cook during the year, the name Rankin Kuhn gradually disappearing as its services become part of Cook's travel organisation.

TRUSTHOUSE FORTÉ EXPANDS IN SPAIN

Trusthouse Forte has completed the acquisition of 85 per cent of the capital of Hotel Ritz SA, the company owning and operating the de-luxe 175-room Hotel Ritz, Madrid, and also the entire issued share capital of Restaurant Ritz SA, the company having the restaurant, bar and room services concession.

GALLIFORD ACQUIRES 50% OF SERCO

Galliford, the building and development, civil engineering and heating and ventilating group, has acquired a 50 per cent equity holding in Serco Plc for £1,418,188 cash.

ELLIOTT/JENKS

Since the bid from Jenks and Cattell has been declared unconditional, the board of Elliott Group of Peterborough is advising shareholders to choose between selling their shares in the market (if practicable) and accepting Jenks' cash alternative.

MILLS & ALLEN

Mills and Allen International has acquired, for a nominal consideration, a majority shareholding in David Koffel Group of Australia.

NORFOLK CAPITAL HOTELS PURCHASE

Norfolk Capital Group has acquired the Grand Hotel, Cardiff from Whitburn and Company for whom Knight, Frank and Rutley acted as agents.

WHEELERS RESTRINTS

Wheeler Restaurants has purchased the City Tavern Club from Whitehouse Clubs for £148,000 cash.

EASTERN PRODUCE/BANTYRE TEA

Acceptances of Eastern Produce (Holdings) offer for Bantyre Tea Holdings have been received in respect of 922,963 ordinary shares (48.32 per cent) and 5,452 preference shares (71.21 per cent).

BSG COMPLETES

BSG International has completed the sale of its freehold property at The Hyde, Hendon, N.W. for £1,675,000 cash.

STEWART WRIGHTSON

The directors of Stewart Wrightson Holdings state that arrangements have been entered into with Sunley Holdings, property developers, for the refurbishment of Fountain House.

Table with columns: SPAIN, Price, Change. Lists various Spanish companies and their stock prices and movements.

SHARE STAKES

Heal and Son Holdings—Staples and Co has sold its entire holding of 19,009 ordinary shares. Wolverhampton Steam Laundry—Mr Owen Oyston has acquired 130,696 shares (10.08 per cent).

ANGLO AMERICAN INDUSTRIAL CORPORATION LIMITED (Incorporated in the Republic of South Africa) DIVIDEND NO. 35. In a circular to members dated December 11 1981 relating inter alia to the proposed merger of this corporation with De Beers Industrial Corporation Limited it was stated that in the absence of unforeseen circumstances the corporation was expected to declare a final dividend of 115 cents per share in respect of the financial year ended December 31 1981.

De Beers Industrial Corporation Limited (Incorporated in the Republic of South Africa) NOTICE OF ADJOURNED MEETING OF THE HOLDERS OF 5.5 PER CENT CUMULATIVE PREFERENCE SHARES. A separate extraordinary meeting of the holders of this company's 1,000,000 5.5 per cent cumulative preference shares was convened at 44 Main Street, Johannesburg on Monday, January 4 1982 at 09h30 for the purpose of considering and, if deemed fit, passing the undermentioned resolution:

LONDON TRADED OPTIONS. Table with columns: Option, Expiry, Price, Vol., etc. Lists various options traded in London.

JOINT COMPANY ANNOUNCEMENT. ANGLO AMERICAN INDUSTRIAL CORPORATION LIMITED (AMIC) DE BEERS INDUSTRIAL CORPORATION LIMITED (DEBINCOR) ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED (AAC) DE BEERS CONSOLIDATED MINES LIMITED (DE BEERS). MERGER OF AMIC AND DEBINCOR, ISSUE OF NEW SHARE AND OPTION CERTIFICATES AND STOCK EXCHANGE LISTINGS.

De Beers Industrial Corporation Limited (Incorporated in the Republic of South Africa) DECLARATION OF DIVIDENDS ON THE ORDINARY AND PREFERENCE SHARES. Following the passing of the necessary resolutions giving effect to the proposed merger of the Corporation with Anglo American Industrial Corporation Limited the following dividends have been declared in accordance with the terms of the merger.

CURRENCIES, MONEY and GOLD

Dollar eases

The dollar was generally easier to currency markets yesterday although it finished above its worst level of the day. With technical movements associated with the year end no longer affecting the market, attention was focused on the continuing decline in Euro-dollar rates...

THE POUND SPOT AND FORWARD

Table showing exchange rates for the Pound Spot and Forward, including columns for Jan 4, Day's spread, Close, One month, and Three months.

THE DOLLAR SPOT AND FORWARD

Table showing exchange rates for the Dollar Spot and Forward, including columns for Jan 4, Day's spread, Close, One month, and Three months.

CURRENCY MOVEMENTS

Table showing currency movements for various currencies including Sterling, U.S. Dollar, and others.

CURRENCY RATES

Table showing currency rates for various countries including Argentina, Brazil, Canada, and others.

EMS EUROPEAN CURRENCY UNIT RATES

Table showing EMS European Currency Unit rates for various currencies like Belgian Franc, Dutch Guilder, etc.

OTHER CURRENCIES

Table showing other currencies including Australian Dollar, Hong Kong Dollar, etc.

EXCHANGE CROSS RATES

Table showing exchange cross rates for various currencies like Pound Sterling, U.S. Dollar, etc.

FT LONDON INTERBANK FIXING (11.00 a.m. JANUARY 4)

Table showing FT London Interbank Fixing rates for 3 months and 6 months U.S. dollars.

EURO-CURRENCY INTEREST RATES (Market closing Rates)

Table showing Euro-currency interest rates for various currencies and maturities.

MONEY MARKETS

London clearing bank base lending rates 14 1/2 per cent (since December 4). Interest rates showed an easier trend in the London money market yesterday...

London rates ease

London clearing bank base lending rates 14 1/2 per cent (since December 4). Interest rates showed an easier trend in the London money market yesterday...

Gold weaker trend

Gold fell \$4 an ounce in the London bullion market yesterday to close at \$395.36. It opened at \$399.40 and was fixed during the morning at \$399.00 and \$395.00 in the afternoon...

MONEY RATES

Table showing money rates for New York, Germany, and France.

LONDON MONEY RATES

Table showing London money rates for various currencies and maturities.

APPOINTMENTS

Senior posts at Turner & Newall

Mr S. Gibbs is to continue as chairman of TURNER AND NEWALL for three years beyond normal retirement date, until 1985. He will maintain an active role in the group's affairs at home and overseas...

Mr C. J. Sellens and Mr R. H. Hazlerig, who have been senior brokers with the company for many years together with Mr Gibson, join the board.

Mr J. A. Connell has joined the board of CARRINGTON VIVELLA as a non-executive director. He is a main board director of Heinz Inc. and is the senior vice president of Heinz, responsible for UK and continental European operations.

Mr Michael Vale has been appointed to the board of JAMES HAYSTED, flooring specialists. Previously export sales manager, he will continue to be responsible for export sales.

Mr Geoffrey Cross has been appointed finance director of LONDON AND LIVERPOOL TRUST.

Mr David V. Palmer, chairman of Willis Faber, has been appointed to the board of MORGAN GRENFELL HOLDINGS. Mr A. R. Taylor has resigned from the board on his retirement as chairman of Willis Faber.

Mr Michael Carl Taxman has been appointed a member of the Stock Exchange and is now an associated member with BLANKSTONE SINGTON.

Mr Martin Rumbelow has been appointed secretary to the BRITISH OVERSEAS TRADE BOARD. He succeeds Dr John Merton who has been appointed to head the senior staff management branch of the personnel division of the Department of Trade and Industry.

Mr N. P. Sampson has been appointed a director of MATHESSON AND CO.

FT UNIT TRUST INFORMATION SERVICE

Large table listing various unit trusts and their performance, including columns for fund names, managers, and other details.



Irish Republic more than doubles foreign borrowing

IRELAND'S foreign borrowing jumped last year to a new high of £1.26bn (\$2.05bn) from only £566m (\$895m) in 1980, according to estimates by bankers in Dublin.

now because of the extreme discretion with which the borrowing is carried out. Relatively few Irish borrowings are actually carried out in public markets and the Finance Ministry has traditionally preferred to arrange bilateral deals with individual banks.

borrowings was changed during the year under multi-currency clauses in loan agreements so that the share of the D-mark in all outstanding borrowings was slightly reduced.

American Can in \$420m assets sale

JAMES RIVER Corporation of Virginia, the world's largest producer of specialty papers, has tentatively agreed to acquire certain domestic paper businesses for cash and stock totalling about \$420m from American Can.

John Wicks, in Zurich, examines a U.S. battery-maker's optimism Recharge for Union Carbide

LAST YEAR turned out to be a disappointing one for Union Carbide. First-half earnings of the New York-based diversified industrial group showed virtually no advance over the comparable 1980 figure, while the second half was scarcely more encouraging, with nine month profits a third down at \$509m.

net income—after deduction of \$217m arising from a change of accounting practice—was \$573m. Mr Anderson says he sees no reason why it should not reach its objectives.

RP was keen on forward integration. Union Carbide's policy is to concentrate on sectors where, as Mr Anderson says, "we're Number One or know how to get there."

American Express buys stockbroker

SHEARSON-AMERICAN EXPRESS, the stockbroking subsidiary of American Express, is to buy Foster and Marshall, one of the largest stockbroking firms in the U.S. northwest, for about \$70m.

Mitsubishi Chemical first with \$50m bond issue

PRICES IN all major sectors of the international bond markets moved ahead on the first day of trading in 1982, but some of the Munitus was lost in the afternoon after a weaker-than-expected opening in the New York bond market.

Orient Finance, the Japanese credit company, is floating a \$60m, 15-year convertible issue through Nomura Europe. The bonds have an indicated coupon of around 5 1/2 per cent and final terms will be set next week.

M. Dassault takes stake in radio station

M. MARCEL DASSAULT, founder of the Dassault-Breguet aircraft group, has emerged as the purchaser of a large block of shares in the European radio station.

This announcement appears as a matter of record only December 1981

MITSUBISHI ELECTRIC CORPORATION (Mitsubishi Denki Kabushiki Kaisha) U.S. \$80,000,000 5 3/4 per cent. Convertible Bonds due 1996

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices which will be published next on Tuesday January 12.

Table with columns: U.S. DOLLAR, Issued, Bid, Offer, Change on day, Yield. Lists various international bonds like Anheuser-Busch, Amoco, Bank Montreal, etc.

Table with columns: DEUTSCHE MARK, Issued, Bid, Offer, Change on day, Yield. Lists various German bonds like Astra Bank, Asian Dev. Bank, etc.

Table with columns: SWISS FRANC, Issued, Bid, Offer, Change on day, Yield. Lists various Swiss bonds like Aeropost Paris, Asian Dev. Bank, etc.

Table with columns: YEN STRAIGHTS, Issued, Bid, Offer, Change on day, Yield. Lists various Japanese bonds like Asian Dev. Bank, etc.

CONVERTIBLE

Table with columns: Conv. Cr., Crd., Bid, Offer, Chg., Prem. Lists convertible bonds like Allomoto, Bow Valley, etc.

FLOATING RATE NOTES

Table with columns: Spread, Bid, Offer, Chg., Cpn. Lists floating rate notes like Bank of Montreal, Bank of Tokyo, etc.

These certificates have been placed. This announcement appears as a matter of record only.

BANK OF INDIA LONDON BRANCH US\$20,000,000 Negotiable Floating Rate Certificates of Deposit due 29 December 1984

Hoechst
Hoechst Aktiengesellschaft

RIGHTS ISSUE 1982

The Board of Management has announced an increase of the share capital to DM 2,353,386,550 by the creation of new Bearer Shares of DM 228,000,000 nominal value. DM 227,536,700 nominal of such new shares has been subscribed by a banking consortium and is being offered at a price of DM.95 per share of DM.50 nominal each, to the Company's shareholders, and holders of Option Warrants arising from either the Sterling 10% Guaranteed Unsecured Loan Stock 1980 of Hoechst Finance Limited, London or the 6 3/4% U.S. Dollar Loan 1979/89 of Hoechst Finance N.V., Amsterdam, on the following basis:-

- One new share of DM.50 for every 10 shares of DM.50 nominal.
- One new share of DM.50 in respect of Option Warrants covering the purchase of 10 shares of DM.50, such Bearer Warrants arising from the Sterling 10% Guaranteed Unsecured Loan Stock 1980 (issued in registered form) of Hoechst Finance Limited, London.
- One new share of DM.50 in respect of Option Warrants covering the purchase of 10 shares of DM.50 arising from the 6 3/4% U.S. Dollar Loan 1979/89 of Hoechst Finance N.V., Amsterdam.

The new shares (which will rank for dividends declared in respect of the business year 1982 and thereafter, will rank pari passu with existing shares) are being offered on the terms of the Company's announcement dated 5th January, 1982. Copies of this announcement, with an English translation thereof, are available on request at the office of the London Paying Agent, S. G. Warburg & Co. Ltd., Application for admission of the new shares to the Official List will be made to the Council of the Stock Exchange.

LONDON DEPOSIT CERTIFICATES

In accordance with the terms of the Certificates, S. G. Warburg & Co. Ltd., as Depository, will upon the request of the holders exercise the rights attached to the deposited shares on the basis of:-

One new unit of DMS for every 10 units of DM.5 nominal London Deposit Certificates (at DM.9.5 per unit). In the absence of such requests, the Depository will dispose of the rights attaching to the underlying deposited shares and will distribute the net proceeds to the holders of Certificates in proportion to their holdings.

PROCEDURE IN THE UNITED KINGDOM

Holders in the United Kingdom wishing to take up rights must lodge any of the following:-

Coupon No. 42 detached from Bearer Share Certificates. Receipt B detached from Convertible Loan Stock 1975. Talon B detached from Option Warrants 1979. London Deposit Certificates for marking Square No. 33.

together with the relevant lodgement form during the subscription period from 11th January 1982 to 20th January 1982 inclusive between 10.00 a.m. and 5.00 p.m. on any weekday (Saturdays excepted) at the office of the London Paying Agent:-

S. G. WARBURG & CO. LTD.,
Coupon Department,
St. Albans House,
Goldsmith Street,
London, EC2P 2DL. Tel: 01-600 4555 Ext. 6118

Lodgement forms are obtainable from the London Paying Agent.

Payment must be made in full on application and Temporary Receipts will be issued.

Holders wishing to make payment in Sterling should agree the applicable rate of exchange and the amount with the London Paying Agent.

Holders will be advised at a later date when the new Bearer Share Certificates are available to be exchanged for Temporary Receipts.

S. G. WARBURG & CO. LTD.,
London Paying Agent and Depository.

5th January, 1982

BARCLAYS UNIBOND TRUST

A unit trust established in Jersey which invests principally in U.S.\$ Eurobonds. Copies of a Half-yearly Report to 3rd November 1981 are available to shareholders at the offices of the Managers and Paying Agents.

Managers: Barclays Unicorn International (Channel Islands) Ltd.,
P.O. Box 152, St. Helier, Jersey.
CHANNEL ISLANDS

BARCLAYS UNICORN GROUP

Ballast-Nedam recently won a major Arab construction contract. Charles Batchelor reports

Dutch skills link Saudi Arabia and Bahrain

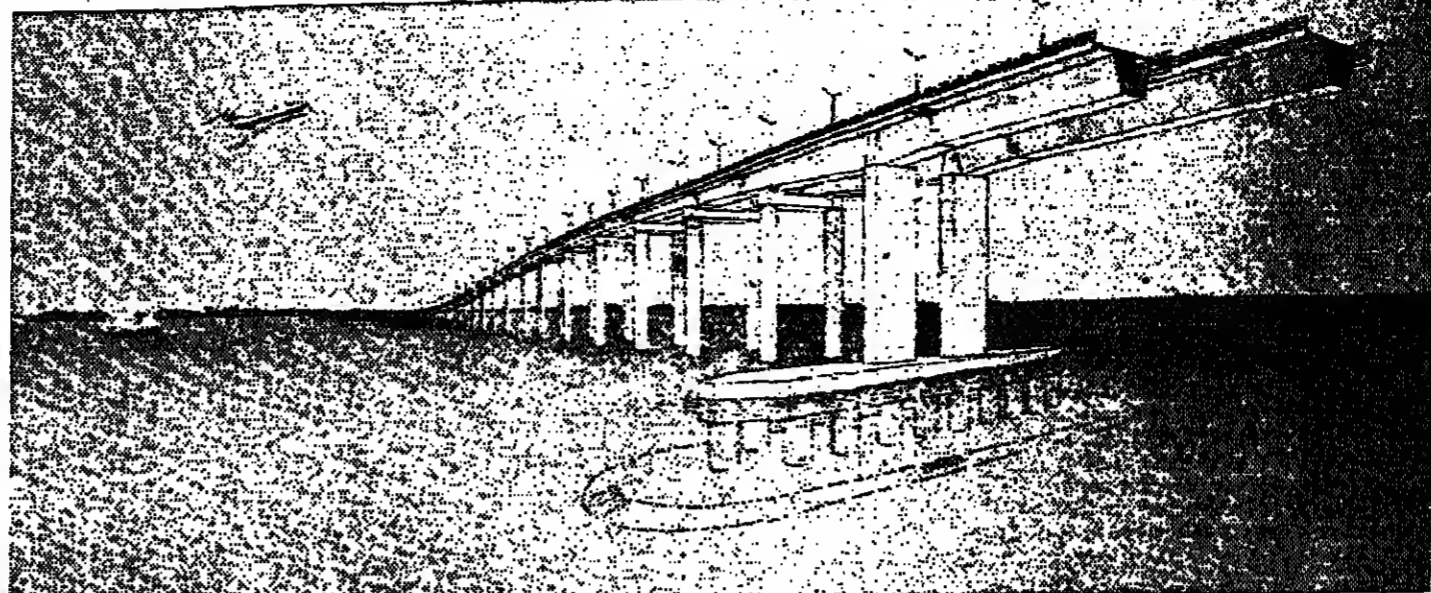
BALLAST-NEDAM, the Dutch construction group, which last July won a \$554m contract to build a 15.6-mile causeway linking Bahrain with Saudi Arabia, is no stranger to the Middle East.

It started in 1963 providing a \$5m sewerage system in the kingdom's backward eastern province. "We did the work for the Aramco oil company which wanted to make a gesture of goodwill to the Saudi Government," says Mr Phillip Diderich, Ballast's chairman. "The trouble was the local people had already installed their own private connections. We came across a maze of pipes underground. We made a large loss on that contract."

Ballast's tendering department has carefully calculated the risks attached to the causeway, a chain of five bridges with four traffic lanes. But foreign contracting remains a risky business. Two large Dutch companies—Rijn-Schelde-Verolme and Volker-Steven—have run into major problems on foreign contracts in the past few years. Ballast itself plunged into the red in the early 1970s because of miscalculations in South Africa.

Ballast's problems led to a reorganisation of its management. The system of a collegiate board with a permanent chairman was scrapped. Mr Diderich was appointed chairman and the other board members were each given clear responsibility for an operating division.

The company aims to reduce the gap between senior managers and junior executives. It wants to guard against a distant management imposing un-



Ballast-Nedam recently won a major Arab construction contract.

realistic goals on the divisions. "With us, large, and sometimes risky contracts are decided on at a low level," says Mr Diderich.

Ballast's success has clearly impressed investors in the Middle East. In November Minefa holdings, an Amsterdam-based investment group, took a majority stake in the company, increasing its share holding to 70 per cent from the 33 per cent when another large shareholder in Ballast, the Heerema engineering group, decided to pull out.

Minefa and the associated Wedge International investment group are owned by Mr Issam Fares, a Lebanese businessman with houses in Athens and Riyadh. The two companies manage the considerable personal fortune of the 43-year-old

Mr Fares, a Minefa official says. Minefa and Wedge have other large holdings in industrial and service companies in Europe and the U.S. Minefa currently has one appointee, a Dutch tax specialist, on Ballast's six-man supervisory board. Minefa sees its holding in Ballast as an investment and professes no intention of interfering in the running of the company, Mr Diderich says.

While Ballast undoubtedly benefits from its long involvement in the Middle East—"We were there long before the oil boom," says Mr Diderich—it tendsers on the same basis as other contractors. More than 80 international consortia and companies expressed an interest in the Bahrain causeway contract and 24 went as far as to submit bids.

Ballast submitted its tender in June 1980 and was called, with seven other contenders, to discuss the project in January 1981. In June, Ballast's negotiating team went to the Middle East for a second round of talks lasting five weeks. After intensive discussions on the price, the design, and the specifications, the contract was signed on July 9.

Eighty per cent of Ballast's business is carried out abroad (compared with 66 per cent five years ago) and of that 70 per cent is in Saudi Arabia. The company had barely completed the largest Middle East contract ever won by a Dutch construction company, a \$2.5bn order to build a number of complete townships, when, a few days before the signing of the causeway deal, a follow-

up order worth \$400m was signed.

Ballast is concerned that it has become too dependent on one country for much of its work and it is attempting to widen its net. But with competition in the developed world tough and the non-oil developing countries too poor to afford the projects in which the Dutch company is specialised, it remains heavily dependent on the oil exporting countries. Mr Diderich lists Indonesia, Malaysia, the Middle East, and the Caribbean as areas with potential. Ballast has just formed a consortium with three other Dutch companies to investigate prospects for a major new deep-sea port in Indonesia.

Ballast-Nedam has come a long way since Ballast, which

had some limited experience of working abroad, and Nedam, which operated purely in the Netherlands, merged in 1964. It achieved Fl 2.4bn turnover in 1980 and net profit of Fl 25.2m. Net profit is expected to rise to Fl 28m this year, though the completion of the large Saudi housing contract last year will mean turnover will fall to Fl 1.8bn. The causeway and the follow-up housing order have boosted the value of its order book to more than Fl 4bn.

The company now employs 6,782 people, just under half of whom are on limited contracts. The workforce fluctuates strongly depending on the work in hand. In 1979 it numbered more than 10,000, in 1977 fewer than 5,700.

Construction accounted for Fl 2.14bn worth of last year's turnover with all but Fl 352m of this work carried out abroad. The value of dredging work carried out was Fl 163m while the trading and industry division accounted for a further Fl 61m.

Ballast has begun putting together a project team to carry out the causeway contract. "We do not have a team ready to send in," says Mr Diderich. "We must get the different people we need. This is not easy. If you forbid the poaching of qualified people then the organisation does not come to life. If you encourage it you get a wild west situation. You cannot stop people phoning up friends in the company and asking them if they want to take part." At the moment we have controlled chaos. This will last for a few months."

Carrian sells stake in Union Bank Hongkong

BY OUR HONG KONG CORRESPONDENT

CARRIAN INVESTMENTS has agreed to sell 17.2m shares in Union Bank of Hongkong—equal to 17.6 per cent of the issued share capital—to Bylamson and Associates (Hongkong) for HK\$28 a share, or a total of HK\$481.6m (US\$98m).

Bylamson is the public vehicle for the Bylamson group which is owned by the Lam family, heirs to the founder of the Hang Seng Bank.

The price of Union Bank shares has risen sharply from SK\$9.20 in June to yesterday's closing price of HK\$16.20 on the strength of rumours that a takeover was being planned. Union Bank, a middle-sized financial concern established in 1964, has 11 branches in Hong Kong offering a full range of commercial and exchange banking services. Consolidated assets

were HK\$1.9bn at the end of 1980.

Carrian said it will make a profit of approximately HK\$313m from the sale which would seem to end what one analyst described as "a campaign to win Union Bank for the Carrian group."

Carrian purchased 8.85m newly-issued Union Bank shares, or just under 10 per cent, in June at HK\$9.60 each, for a total of HK\$84.9m. Shares in the bank were then trading at HK\$9.20. By the end of September, Carrian had built its shareholding up to 27.7 per cent.

Carrian's aims to win control of Union Bank were apparently dashed by the intransigence of the bank's chairman, Mr Oen Yin-Choy, whose holding is estimated at 51 per cent.

State loans for French toy group

By Terry Dodsworth in Paris

THE FRENCH Treasury has intervened to organise a temporary rescue for Poupees Bella, one of the country's toy groups, after its decision to go into receivership.

Loans worth about Ffr 10m (\$1.8m) are being put up through CLASI, the inter-ministerial committee which is responsible for arranging urgent financial help for companies in difficulty. These funds are aimed at keeping the company afloat during January and February when toy companies take the most important orders. Bella, which produces dolls and is owned by West German shareholders, has a turnover of around Ffr 100m and employs about 800 workers. But it has run up heavy losses recently, mainly because of accelerating imports.

Major forestry merger mooted

BY WILLIAM DUFFLORCE, NORDIC EDITOR, IN STOCKHOLM

MR NILS Aasling, Sweden's Industry Minister, has revived in a New Year interview a suggestion that the three state-owned forest companies, ASSI, NCB, and Domänverket, be brought under one umbrella.

Such a move would create a group with annual sales of around SKr 9bn (\$1.62bn), considerably larger than the privately owned Srensta Cellulosa which is currently Sweden's and Europe's largest forest product concern.

The idea of a merger has been mooted previously but has been opposed by politicians, local interests and by Domänverket, which manages the state forests. Mr Aasling has now asked Mr Lennart Schotte, managing director of Domänverket, to prepare a "co-ordination" of the three state concerns.

The co-ordination need not entail an outright merger,

according to Mr Aasling, who envisages the formation of a holding company or some other kind of umbrella organisation.

The background to this revived proposal is the ailing fortunes of both ASSI, the pulp, paper and board company, and NCB, the pulp and paper concern formerly owned by Forest Owner Co-operatives, in which the state had to step in and take a 75 per cent interest.

ASSI warned unexpectedly in its eight-month interim report that it faced a pre-tax loss of SKr 540m on a SKr 3.8bn turnover this year. NCB lost some SKr 120m pre-tax in an 18-month period in 1979-80 on sales of SKr 2.5bn.

This year NCB has shed several loss-making units in a sharp restructuring exercise but is still expected to show a loss.

A major problem for the two

manufacturing companies is that, unlike most of the private forest product companies, they do not own forests. They also operate with small capital bases which has left them exposed to the traumas of high interest rates.

Domänverket, on the other hand, has been consistently profitable. It earned SKr 207m pre-tax on sales of SKr 2.1bn in 1980.

In his New Year interview Mr Aasling advocated a greater commitment from the private banks and other forest product companies in bringing about a restructuring of the Swedish pulp and paper industry.

There would be no further state finance for lame-duck companies, he warned, instancing the current situation of Muncksjö and Vänerskog as the signal for a new government attitude.

Malaysian estate to be developed

ISLAND AND PENINSULA, the diversified Malaysian property, plantation and mining group, is to buy a rubber estate for 91.4m ringgit (\$41m). It intends to develop the 1,900-acre Kinrara Estate, in the south-western fringe of Kuala Lumpur, into a new township, writes Wong Suliong in Kuala Lumpur.

The deal was made with Kinrara Group Estates and 10 per

cent of the price had been deposited. Once the Malaysian Government approves the deal, the remainder of the purchase price will be paid over 30 months.

Last September the company bought the 253-acre Gonggang Estate also near Kuala Lumpur, for 35.5m ringgit cash. It also intends to convert Gonggang Estate into a residential town-

This announcement appears as a matter of record only.

EUROPEAN ECONOMIC COMMUNITY

Dfls 100,000,000
12 1/4% Bearer Bonds 1981 due 1984/1993

Amsterdam-Rotterdam Bank N.V. Algemene Bank Nederland N.V.
Bank Mees & Hope NV Pierson, Haldring & Pierson N.V.
Rabobank Nederland Nederlandsche Middenstandsbank N.V.
Bank der Bondsspaarbanken N.V.

Banque de Paris et des Pays-Bas Credit Suisse First Boston Limited
Deutsche Bank Aktiengesellschaft Morgan Stanley International
Nomura International Limited Orion Royal Bank Limited
Société Générale Société Générale de Banque S.A.

S. G. Warburg & Co. Ltd.

December, 1981

This announcement appears as a matter of record only

AGRICULTURAL MARKETING AUTHORITY OF ZIMBABWE

£30,000,000
Revolving Acceptance Credit

Guaranteed by
The Republic of Zimbabwe

Arranged by the
Grindlays Bank Group

Provided by
Amsterdam-Rotterdam Bank N.V.
Bank für Gemeinwirtschaft A.G.
Barclays Bank International Limited
Credit Lyonnais-London Branch
The First National Bank of Boston
Grindlays Bank Limited
Lloyds Bank International Limited
Manufacturers Hanover Trust Company
The Sumitomo Bank, Limited
Williams & Glyn's Bank Limited

Agent
Grindlay Brandts Limited

December 1981

INTL: COMPANIES & FINANCE

Charles Smith looks at the development of European production by the two leading bearing manufacturers in Japan

Nippon Seiko's export springboard

NIIPPON SEIKO, Japan's largest bearing manufacturer, marked the fourth birthday last spring of its Peterlee plant in the north of England...

otherwise be protected by a 15 per cent tariff barrier. Like most of Japan's other European-based bearing makers, NSK Peterlee imports the steel balls for its bearings from Japan rather than making them on the spot...

Exchange rate problems apart, Nippon Seiko seems highly satisfied with the results of its Peterlee operation. Labour problems at the plant have been almost non-existent although the company admits it was "worried to begin with"...

Today NSK believes it has good relations with RHP and with other local manufacturers. "In fact," says Mr Nagai, "we feel like a British company."

NTN Toyo sticks to Japanese steel

THE OSAKA-BASED company, NTN Toyo Bearing, is Japan's second largest ball-bearing manufacturer but it led the industry in embarking on production in Western Europe.

From 1962 onwards NTN had been designing and producing ball-bearing manufacturing machinery of its own which eventually yielded a three-fold productivity gain over machines purchased from outside suppliers.

scale in the manufacture of steel balls are realised at a higher level of production than is the case for finished bearings, the company says.

NTN supplies 30 per cent of its West European demand from the Dusseldorf factory. It has been profitable for the past four years and free of any serious labour problems for much longer than that.

INTERNATIONAL APPOINTMENTS

Chairman for Malaysia Mining. MALAYSIA MINING CORPORATION has appointed Enck Mohamed Bess Ben Pachi as "interim" chairman following the resignation by Y. R. H. Dato' Junus Sudia...

Mr Michael Boyce has been appointed president and chief executive officer of VOLSTATIC, North America subsidiary of Volstatic Coatings Limited, UK powdering coating equipment manufacturer.

Mr Gerald L. Friedman has resigned as a director, president and chief operating officer of MGIC INVESTMENT CORPORATION, Milwaukee, Wis.

Mr James D. Campbell has been appointed president of ROCHESTER INSTRUMENT SYSTEMS, Rochester, N.Y., a member of The Marmon Group of Companies.

PUBLIC SERVICE COMPANY OF NEW HAMPSHIRE U.S. \$55,000,000 TERM CREDIT FACILITY. Includes list of agents and banks like Blyth Eastman Paine Webber, Kidder, Peabody International, Algemene Bank Nederland N.V., etc.

Transamerica Financial Corporation N.V. U.S. \$75,000,000 Zero Coupon Notes due December 22, 1986 with Warrants to purchase U.S. \$150,000,000 Zero Coupon Debentures due December 22, 1989. All Notes and Debentures are unconditionally guaranteed by Transamerica Financial Corporation.

TOKYU DEPARTMENT STORE CO., LTD. (Kabushiki Kaisha Tokyū Hyakuten) U.S. \$25,000,000 5 3/4 per cent. Convertible Bonds 1996. Includes list of agents and banks like S. G. Warburg & Co. Ltd., Banca del Gottardo, etc.

Lead and zinc down on strike settlement hope

By Roy Hodson

IN ANTICIPATION of the striking workers at the Navan lead-zinc mine in the Irish Republic, trading in London...

French veto sparks fish dispute

By Fay Gjester in Oslo

THE RECENT French veto of the 1982 fisheries agreement between Norway and the EEC...

PHILIPPINE COCONUTS Tough nuts to crack

By Emily Tagaza in Manila

THE CONTINUING slump in world prices of coconut oil has sparked domestic controversies in the Philippines...

Farmers count cost of weather

By our own correspondent

THE SEVERE winter weather has cost Britain's farmers hundreds of thousands of pounds in lost crops and animals...

Winter vegetables will also be in shorter supply and will cost more. In the south it is impossible to pick many crops...

Manila bans tropical log exports

By Emily Tagaza in Manila

THE PHILIPPINE government is to ban completely the exportation of raw logs starting in May...

Soil erosion is a major problem in the north. The north is still being hit by blizzards and in the south many hundreds of thousands of acres of farmland are under water...

Sri Lanka launches sugar project. The UK-based Booker Agricultural International company will participate in a \$35m sugar project which is expected to meet 20 per cent of Sri Lanka's annual sugar requirements...

Soviet cotton below target

WASHINGTON. The Soviet Union's 1981 cotton crop totalled 9,633m tonnes (tsw) against a revised production goal of 9,775m and 1980's record 9,922m...

Tanzanian maize threatened

DAR ES SALAAM. Tanzania's maize crop is being threatened by the greater grain borer insect, Prostephanus truncatus...

BRITISH COMMODITY MARKETS

Table with columns for Base Metals, Copper, Tin, Zinc, and other commodities. Includes prices for various grades and quantities.

Table with columns for Gas Oil Futures, Grains, Wheat, Barley, Cocoa, and other commodities. Includes prices for various grades and quantities.

AMERICAN MARKETS

Table with columns for Price Changes, Live Cattle, Live Hogs, and other commodities. Includes prices for various grades and quantities.

EUROPEAN MARKETS

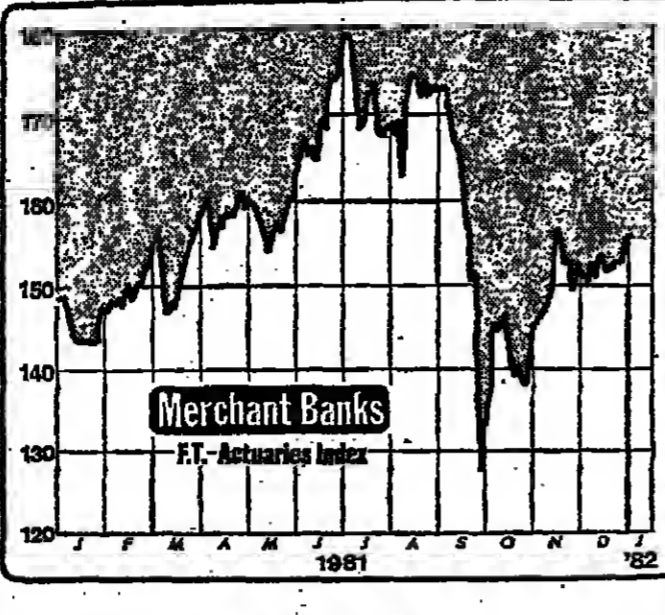
Table with columns for Rotterdam, London, and other European markets. Includes prices for various commodities.

Advertisement for 'A NEW RANGE OF COMMODITY SERVICES ON THE REUTER MONITOR'. Includes details about exchange prices, news, and contact information for John Roberts in London.

LONDON STOCK EXCHANGE

Equity leaders start year on dull note with index down 8.1 at 522.3—Gilts more resilient on sterling

Account Dealing Dates
*First Declara- Last Account
Dealings Deems Dealing Day
Dec 23 Jan 7 Jan 8 Jan 18
Jan 11 Jan 21 Jan 22 Feb 1
Jan 25 Feb 11 Feb 12 Feb 22



155p and Office and Electronic
closed similarly cheaper at 280p.
Press mention stimulated
interest, in Mohen, 2 higher at
18p. Hawkins and Timson, 3 up
at 25p, and L. Ryan, a penny
firmer at 13p. Sangers improved
to 42p before settling a net penny
down at 39p on news that Mr C.
Morris had acquired a 5.55 per
cent stake in the company.

FINANCIAL TIMES STOCK INDICES

Table with columns for Jan 4, Dec 31, Dec 30, Dec 29, Dec 28, Dec 27, Dec 26, Dec 25, Dec 24, Dec 23, Dec 22, Dec 21, Dec 20, Dec 19, Dec 18, Dec 17, Dec 16, Dec 15, Dec 14, Dec 13, Dec 12, Dec 11, Dec 10, Dec 9, Dec 8, Dec 7, Dec 6, Dec 5, Dec 4, Dec 3, Dec 2, Dec 1, 1981. Rows include Government Secs, Fixed Interest, Industrial, Gold Mines, etc.

closed at the day's lowest, where
changed. Grand Metropolitan
closed at 185p, while Bass gave
up 4 at 203p.

Tubes, good of late on the
closure of British Aluminium
closed at 185p, while Bass gave
up 4 at 203p.

EQUITIES

Table of equity prices with columns for Issue Price, Amount, Latest Price, 1981 High, 1981 Low, Stock, and various price changes.

FIXED INTEREST STOCKS

Table of fixed interest stocks with columns for Issue Price, Amount, Latest Price, 1981 High, 1981 Low, Stock, and various price changes.

"RIGHTS" OFFERS

Table of rights offers with columns for Issue Price, Amount, Latest Price, 1981 High, 1981 Low, Stock, and various price changes.

Table titled 'HIGHS AND LOWS' and 'S.E. ACTIVITY' showing stock price ranges and activity for various sectors.

Marked a shade firmer at the
outset, leading Stores failed to
attract follow-through support
and most reverted to previous
closing levels.

Motor sectors displayed an
easier bias following an excep-
tionally subdued session.
Dowty, a firm market recently,
reacted on profit-taking to close
7 down at 151p.

ACTIVE STOCKS

Table of active stocks with columns for Stock, Closing Price, Day's Change, and various price movements.

NEW HIGHS AND LOWS FOR 1981/2

The following quotations in the Share Information Service represent the new high and low for 1981-82.

Table listing new highs and lows for various stocks in 1981/2, including Treasury, British Funds, and others.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries.

Large table showing FT-Actuaries Share Indices for various equity and sub-section groups from Monday, Jan 4, 1982, to the previous year's end.

OPTIONS

Table of options with columns for Deal, Last Deal, Last Declara, Last Settlement, and various price and volume data.

*That part of the French community in Africa formerly French West Africa or French Equatorial Africa. † Figures per pound. ‡ General rates of oil and iron exports 80.90. § Rate is the transfer market (controlled). ¶ New one official rate. (U) Unified rates. †† Applicable on all transactions except countries having a bilateral agreement with Egypt and who are not members of the E.C. ‡‡ Based on gross rates against Russian roubles. (¶) Parallel exchange rate for essential imports. (2) Exports, non-essential imports and transfers. (3) Now one rate.

AUTHORISED UNIT TRUSTS

Table listing various unit trusts such as Abbey Unit Trust, Alliance Unit Trust, and others, including their managers and details.

FT UNIT TRUST INFORMATION SERVICE

Main table listing unit trusts from various providers like L & C Unit Trust Management, Royal Tel. Cos. Fd. Mgrs. Ltd., and others, with columns for fund names and values.

Table listing insurance and property bonds, including sections for Life Assurance, Fire Insurance, and Property Bonds, with details on policies and rates.

STOCKS

ERS

CES

INSURANCE PROPERTY BONDS

Table listing insurance and property bonds, including details on policies and rates.

NOTES: Prices are in pence unless otherwise indicated. Yield % shown in last column allow for all buying expenses...

INDUSTRIALS—Continued

Table of industrial stocks including companies like British Petroleum, Shell, and ICI, with columns for stock price, dividends, and other financial metrics.

INSURANCE—Continued

Table of insurance stocks including companies like Prudential, Royal Indemnity, and Norwich Union, with columns for stock price, dividends, and other financial metrics.

PROPERTY—Continued

Table of property stocks including companies like British Land, Land Securities, and Property Finance, with columns for stock price, dividends, and other financial metrics.

INVESTMENT TRUSTS—Cont.

Table of investment trusts including companies like British Venture, British Venture Income, and British Venture Growth, with columns for stock price, dividends, and other financial metrics.

OIL AND GAS—Continued

Table of oil and gas stocks including companies like British Petroleum, Shell, and Esso, with columns for stock price, dividends, and other financial metrics.

NOMURA The Nomura Securities Co., Ltd. Japan's leader in international securities and investment banking. 3 Gracechurch Street, London EC3V 0AD. Tel: 01-253-8811

MINES—Continued

Table of mining stocks including companies like Anglo American, De Beers, and Anglo Coal, with columns for stock price, dividends, and other financial metrics.

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominated in pence. Estimated price/earnings ratios and cover are based on latest reported figures...

REGIONAL MARKETS

Table showing regional market data for various areas including Africa, Asia, and Europe.

3-MONTH Call Rates

Table of 3-month call rates for various banks and locations, including London, New York, and other international markets.

INSURANCE

Table of insurance companies and their financial data, including names like Allianz, Axa, and others.

PROPERTY

Table of property companies and their financial data, including names like British Land, Land Securities, and others.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land companies and their financial data, including names like British Venture, British Venture Income, and others.

OIL AND GAS

Table of oil and gas companies and their financial data, including names like British Petroleum, Shell, and Esso.

DIAMOND AND PLATINUM

Table of diamond and platinum companies and their financial data, including names like Anglo American, De Beers, and Anglo Coal.



John Ford + Co Industrial Values

Anti-trust threat to Iata recedes

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE U.S. Government is expected further to defer action to remove anti-trust immunity from foreign airlines...

But the Europeans say that if the U.S. really is anxious to see and end to troubles on the North Atlantic...

Sealink UK to end Newhaven Dieppe link

By Andrew Fisher, Shipping Correspondent

SEALINK UK, part of British Rail, will pull out of the Newhaven-Dieppe ferry service at the end of this month...

Questioning the Howden bid

THE LEX COLUMN

Index fell 8.1 to 522.3



The terms of Alexander and Alexander's agreed offer for Howden always seemed unexciting...

Part of the weakness is technical A and A shares are expected to shift from the over-the-counter market to New York's Big Board...

producing diminishing returns. Selling £2bn or £3bn of new marketable debt should not be too awesome a task...

ITT in talks on telecom hive-off

By Ian Hargreaves in New York

INTERNATIONAL Telephone and Telegraph, the U.S.-based conglomerate, is considering dividing-off its communications services group...

Clearing banks agree on price for ICCH

BY WILLIAM HALL, BANKING CORRESPONDENT

THE FIVE big clearing banks yesterday announced that they had agreed to buy for £51m the International Commodities Clearing House (ICCH)...

Eurodollar

Continued from Page 1

Three-month Eurodollar rates in London finished a point lower than Thursday at 13 1/2 per cent. In the morning, rates had dipped as low as 13 1/8 per cent...

Computer costs leap for rate support grant work

BY ROBIN PAULEY

THE GOVERNMENT'S attempts to find a rational way of distributing grants to local councils have led to a large jump in computer costs...

Computer costs leap for rate support grant work

of the U.S. and Geisco, a wholly-owned subsidiary of General Electric and Honeywell. Last year much of the work was done on Geisco computers in Cleveland, Ohio, and Rockville, Connecticut...

Halewood

Continued from Page 1

forcing the company to withdraw penalty clauses linked to an efficiency scheme. The unions' decision to recommend Ford's latest offer is almost certain to win the agreement of the workforce...

Weather

UK TODAY CLOUDY, with sleet or snow in the north but sunny periods in central and northern Scotland.

WORLDWIDE

Table with columns for location, temperature, and weather conditions for various global cities.

The Stockholders Investment Trust p.l.c.

56% ASSETS NOW IN NORTH AMERICA



In 1981, Stockholders continued its investment policy of actively seeking out companies in existing and newly developed areas of advanced technology, primarily in North America.

- Highlights of the year: * Trust's total resources at £86m and net asset value at 186.6p - both record levels.

Copies of the 1981 Stockholders Investment Trust Report and Accounts are available from: John Govett & Co. Limited Management Group

For eign currency deposits yield £3bn profit for UK investors

BY DAVID MARSH

BRITISH INVESTORS, ranging from pensioners to treasurers of multinational companies, hit a £3bn profits jackpot last year through the fast growing practice of placing funds in high yielding foreign currency deposits.

attempts to control monetary growth and keep sterling steady in 1982. Increased sophistication in currency dealing among UK investors has added to domestic liquidity, which could cause new problems in dealing with inflation.

Steel

Continued from Page 1

arrangements closer to levels established in BSC. The flat-rate grants of 25 per cent, which the Government is proposing for capital spending aimed at reducing capacity and/or increasing efficiency, will be available only to schemes costing £100,000 or more.